

# IMF wants countries with big surpluses to spend more

to counteract the general air of economic uncertainty, Dr Witteveen, the International Monetary Fund's managing director, is calling on governments to combine conditional tax cuts and incomes policies. He also singled out the for strong countries such as Japan and West Germany to increase their spending programmes.

## Boost needed to halt faltering recovery

David Blake  
London, Sept 26  
IMF call to countries in a position to make a demand for more money today. Dr Johannes Witteveen, managing director of the International Monetary Fund, said that the world economy was still in a "faltering recovery" and that a "boost" was needed to get it back on a more solid footing. He said that the IMF was not giving any detailed advice in the present session, but that it was "in a position to make a demand for more money today."

Dr Witteveen's speech was widely more pessimistic than the annual report of the IMF, issued earlier this year, although it forecasted a more optimistic than most other international agencies. He said that the world economy was still in a "faltering recovery" and that a "boost" was needed to get it back on a more solid footing. He said that the IMF was not giving any detailed advice in the present session, but that it was "in a position to make a demand for more money today."

One thing on which Dr Witteveen felt able to congratulate the IMF was its success in obtaining \$13,000m for its special facility during the summer. He said that the IMF was not giving any detailed advice in the present session, but that it was "in a position to make a demand for more money today."

## Retire at 70 move has wide support in US

From David Cross  
Washington, Sept 26

While most industrialized countries regard early retirement as a useful means of resolving their high unemployment rates, the United States is well on the way to raising the general retirement age for workers.

Last week, the House of Representatives overwhelmingly approved a Bill which would raise from 65 to 70 the age at which employers may ask their workers to retire. Only four out of 363 representatives opposed the measure.

The legislation would not force people to keep working after they were 65 if they wished to retire then and collect their pensions. It would apply to all private-sector businesses with more than 20 employees on their payroll. In the Government sector, the Bill would eliminate any obligatory retirement age.

Supporters of the Bill have hailed it as a victory for civil rights among the elderly. Mr Claude Pepper, a 77-year-old Democratic representative from Florida and one of its leading sponsors said: "I've seen the end of racism and sexism in my many years here. Now we have acted against ageism."

He and his co-sponsors believe that a higher retirement age would have only a minor impact on the labour market. According to a study carried out by the Labour Department, the number of workers aged between 65 and 70, now about 2,500,000, would rise by only 1,000,000 if the mandatory retirement age were raised.

Nevertheless, opponents of the legislation, including the powerful National Association of Manufacturers, argue that the number of job vacancies would be reduced at a time of continuing high unemployment, that pension costs would rise and that younger workers would find it more difficult to advance.

The Administration has not yet taken a stand on the legislation, although President Carter is believed to support the elimination of compulsory retirement in principle.

Probably the most realistic assessment of the Bill has come from Mr Nelson Crutcher, chairman of the Federal Council on Aging and the President's adviser on problems of the elderly. He says the Bill is an "important step" in removing the popular belief that when people reach a certain age they are no longer capable of performing their jobs.

Before it can become law, the Bill will have to be approved by the Senate. That seems likely.

Leading article, page 15



Members of the Household Cavalry resting during their return from their summer camp in Pirbright, Surrey, to Hyde Park Barracks yesterday.

## Israeli Army leaves Lebanon as uncertain ceasefire takes effect

From Robert Fisk  
Beirut, Sept 26

A week after entering Lebanon to support the Christian forces, the Israeli Army withdrew today, leaving behind a peaceful but still uncertain battlefield.

A unique ceasefire between Israelis, Palestinians and Lebanese—sponsored by the United States—ensured that by midday the heavy artillery and most of the smaller arms used by the combatants in the area had fallen silent.

The truce came into effect at 10 am. From the Palestinian positions near Taibe, Israeli Sherman tanks could be seen moving back into Israel. Along the road to the border village of Kfar Kila, more tanks, along with armoured personnel carriers and lorries loaded of soldiers could also be observed travelling to the Israeli border fence.

It was Mr Richard Parker, the United States Ambassador in Beirut, who told President Sadat of Lebanon that the Israeli forces were prepared to put a ceasefire into effect. Mr Parker, it appears, persuaded the Christian Lebanese to accept a truce after Mr Selim Hoss, his Muslim Prime Minister, had secured Palestinian agreement.

Afterwards, officially-inspired rumours in Beirut suggested that troops of the reformed Lebanese Army would be sent into the south of the country tomorrow to patrol both the Christian and Palestinian lines. But if the Lebanese do move in, they will almost certainly have to send Christian troops into the villages closest to Israel—which have been controlled by mainly Maronite forces—and Muslim soldiers into positions occupied by Palestinians and leftist Lebanese.

The total active strength of the army is believed to be no more than 1,500 men. The Israeli withdrawal clears the way for the implementation of the Chauras agreement by which the Palestinians promised to pull back from their positions in Lebanon.

That is not to say that the guerrilla forces are unanimous in accepting the truce. The extremist Popular Front for the Liberation of Palestine, which has several hundred commandos in the south and refuses to accept the kind of peaceful settlements now advocated by the leadership of the Palestine Liberation Organization, said through a Beirut spokesman this morning that it would not necessarily accept the new agreement and would not abandon its positions.

However, the spokesman was careful not to suggest that the organization would continue fighting at present.

A PLO spokesman said that diplomatic contacts were still taking place to ensure "the territorial integrity" of Lebanon—a gentle way of saying that both Palestinian and Israeli forces would leave the immediate battle areas.

The Palestinians have for more than a fortnight had provisional plans to pull back 15 miles from their front. Their presence in the south, and then the Israeli withdrawal, was a constant threat to the prestige and political strength of President Sarkis's Government. The Christian Lebanese held up the Government's impotence while leftist Muslims made the same charge when the Israelis arrived.

Ceasefires, of course, have had record in Lebanon. During the civil war, the participants proposed, and broke, 61 of them.

Besides, not all the Israeli armour left the country this morning. Late this afternoon, two Israeli tanks still dug in on the ridge of Tel Sheikha one mile inside Lebanon.

Photograph, page 6

## Manchester United allowed back into Europe

By Norman Fox  
Football Correspondent

Manchester United's successful appeal against a European Football Union decision to suspend them from this season's European Cup Winners' Cup competition ended in confusion last night when the Football League's general secretary, Alan Hardaker, said that he would do all he could to prevent a London League ground staging the return leg of the match with St Etienne.

A condition of United's reinstatement is that they play the game at a neutral stadium, at least 125 miles from Manchester. Wembley Stadium has been offered as a venue. In the first leg in France 13 days ago 33 spectators were injured.

The game must be played on or before tomorrow week. No restriction has been imposed on United supporters and a Wembley spokesman said that they had no trouble on two recent occasions when the Manchester club played there.

Mr Hardaker suggested that London was the "last place" to hold the match. He said: "United have a supporters club in London and United's fans there have caused more trouble than anyone." He will suggest Newcastle or Plymouth to the League management committee, who have no jurisdiction over Wembley Stadium.

Sir Matt Busby, who led the Manchester United delegation at the appeal in Zurich, was "delighted" with the result. He said: "Justice has been done, particularly with consideration for the players." A fine of £7,500 was imposed on the club, but the European union's committee said the original decision to ban United was "too harsh."

Report, page 6

## Roast quail but no garlic for Skytrain picnickers

From Michael Leapman  
New York, Sept 26

The first man in the queue for the New York departure of the Laker Skytrain arrived at the airline's office on Friday evening, some 75 hours before the scheduled take-off. A teenager from California, he queued in the persistent rain for 48 hours before the airline management agreed to open the doors for him and the few dozen other dripping but hopeful travellers who possessed, by their own account, more time than money.

As at Gatwick, however, they need not have bothered to wait. At lunchtime, 10 hours before departure, 80 of the 345 available seats were booked. By 5.30 pm, however, five and a half hours before take-off, Laker had sold off but 24 seats.

Mr John Greenhead, Laker's New York operations manager, said he was "delighted" by the response and confident that all seats would be filled tonight. The Laker ticket office is in Rago Park, in the borough of Queens, about halfway between Manhattan and Kennedy airport. That is just in case anything of a barrier, as though potential London passengers had to journey out to Croydon to buy their tickets.

The office was built in a rush and still lacks its complement of seats and carpets. Many of those waiting had to squat on the floor, but they did not seem to mind.

The New York Times today marked the inauguration of the flights with an article on what to take as a packed meal. It is by Mr Craig Claiborne, the paper's cookery writer, who has notoriously expensive tastes.

"There are few things out of any kitchen to surpass roast quail in excellence," he wrote, "and they are ideal for air travel." He recalled an exceptionally fine pair he bought at Peck's, in Milan, if that is out of the way, there is always caviar from Murray's sturgeon shop on Broadway. Cheese is also recommended, though not the high-smelling varieties. For the same reason, garlic, onions and sardines are to be avoided. "Pay strict attention to the necessities of dining abroad," he wrote. "You will need plates. China or plastic? And napkins. Linen or paper? And glasses. Crystal or plastic? Don't laugh. It's an adventure."

So it is, but seeing that the aircraft do not take off from New York until 11 at night, the advice may be superfluous. More relevant would be a guide to fast food catering in Reno Park.

Mr Laker undismayed, page 2

## Lower US fares approved

Washington, Sept 26.—New fares approved today by President Carter allow scheduled airlines to compete closely with the Laker Skytrain service. Until March 31 airlines will be able to charge \$256 (£147) for the round trip between London and New York. Laker's fare for the same trip is \$237 (£136).

The main difference is that passengers "have to arrange their trip under the new American scheme more than 10 days before take-off. In the Laker service, they can fly on the day they buy their ticket."

Reuter.

## Liberals told party is bleeding to death

By George Clark  
Political Correspondent

The Liberal Party is "losing votes" every minute of every day because of the pact with Labour, the Association of Liberal Councillors warned Mr David Steel, the Liberal leader, last night on the eve of the party's annual conference.

Mr Trevor Jones, of Dorset, leader of the association, which has 600 members, said that unless the flow of votes away from the party was halted "we will bleed to death and Callaghan has no need of a pact with a corpse."

As the Liberal councillors

were preparing their warnings, seven Liberal constituency associations met to agree on an amendment attacking the continuation of the pact which is to be debated by the assembly tomorrow.

According to Mr Michael Mendowicz, chairman of the assembly committee, the seven constituency associations, which will obviously be backed by the Liberal councillors, are demanding renegotiation of the pact to ensure that the party gets rid of the pact with Labour. The pact, which was introduced through incorporation of specific Liberal proposals in the parliamentary programme for next session.

Continued on page 2, col 1

## Ban on cricketers 'a lock-out', QC says

By John Hennessy  
Sports Editor

The administrators of Test and county cricket came in for some harsh criticism in the High Court yesterday. Among other unfavourable attributes, they were accused of operating a "nineteenth-century lock-out" in their ban on players contracted to play in the Packer series in Australia this winter.

The charges came from Mr Robert Alexander, QC, who was leading the case brought by Mr Kerry Packer's organization, World Series Cricket (formerly JP Sports) on the one hand, and by three players, Tony Greig, John Snow and Michael Procter, on the other. They are seeking a ban on the ban, so to speak.

The whole of the first day was taken up by an address by Mr Alexander, and there is more to come from him today. Mr Michael Kempster, QC, leads for the defence. The case is expected to last three weeks.

Mr Alexander argued that the cricket authorities, the Test and County Cricket Board (TCCB) and International Cricket Conference (ICC), had overreacted to the plans, set up by Mr Packer's organization for matches involving about fifty cricketers this winter in Australia. They were determined to make it "tough to get back" and had set up "what can only be described as a nineteenth-century lock-out."

The players, he said, had for some time been unhappy with the administration of the game, but because of the absence of any representative on the controlling bodies and the lack of alternative competition.

The ban was particularly hard on two of the three players, as they had no alternative source of income from playing during the winter. John Snow was no longer able to command a Test match place and Michael Procter, came from South Africa, a country outlawed from international cricket. The ban was "illogical and dictatorial," a "packed restraint of trade," an "unpacked breach of contract by the players who had signed with Mr Packer."

Mr Alexander said that the average county cricketer received about £3,000 for a summer, from early April to mid-September. There were exceptions and star players would receive up to £7,500.

Yet the career of such players was relatively short, rarely extending beyond the fourth birthday. Thus, in their early thirties they were asking: "What next?" For Test matches they received £10,000 a match (to be raised to £15,000 next year), largely because of the Packer stimulus. Critics and public could be "painfully cruel." And they were hopelessly ill rewarded in the English winter. They would receive £12,000 or more a season with Mr Packer.

This year an England team would be going to Pakistan. Continued on page 7, col 1

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## Rumours that Reed group may sell 'Daily Mirror'

By Sheila Black

Millionaires and newspaper proprietors who were thwarted in recent battles to gain control of Beaverbrook Newspapers and the Observer Trust may have a chance to buy the Daily Mirror, Sunday Mirror and Sunday People. Rumours that the Reed group may consider selling that division to reduce its borrowings have hardened during the past week.

No other Fleet Street group has yet been approached, but at least two of them are making calculations in the hope that they will be. Sir James Goldsmith cannot be ruled out as a contender. The price would be

high, probably more than some Fleet Street groups could afford, especially as a fair part of it would probably have to be in cash, followed by regular cash payments over a period.

Associated Newspapers might attract less attention from the Monopolies Commission than other groups because it has no Sunday newspaper and because the Daily Mail is in a different market, and has different political loyalties.

Mr Rupert Murdoch said in America last night that it would be impossible for him to become involved since his own newspapers were in the same field.

## Ps 'were tained Peachey'

MPs have called for a debate on Commons resolvable after a statement by Lord Macdonald, chairman of the Property Corporation, that some had been paid retainers by the company, including car hire arrangements. Miss also referred to an agreement which Mr Macdonald is buying back Peachey for more than £25,000, a he had sold to it for £3,000 in Page 2

in bullion theft  
thieves are investigating the theft of a valued at £1m after a West Midlands company was offered its own bars for sale. The company, Betts, has headquarters in Birmingham a smelting plant at Oldbury. The company's head fears for its future. Page 4

A 'rejected in US'  
ing sympathy and understanding in for Ulster's Protestants and a with violence among even mil-Americans are among reasons the decline in moral and financial support for the IRA, according William Shannon, United States in Dublin. Page 2

claims attacked  
Methven, director-general of the Union of British Industry, said claims being submitted for phasing "ridiculously high"—averaging 10 per cent. Big unions were using "undoubted and often unfair" be asserted. Page 19

## Gun battle death in Soweto

A suspected terrorist was killed and two white police officers wounded in a gun battle in Dobsonville, one of the black townships in Soweto, outside Johannesburg. Police said firearms were seized from a house after the shooting. Tension continued in other black areas. Page 5

## 'Life' for boy, 12

A boy of 12 who was said to have attempted to have intercourse with a girl, aged four was sentenced to life for Crown Court to be detained for life, manslaughter. Mr Justice Willis said, "Life" does not mean what it says. Page 4

## French Socialists gain

Socialists are now the largest party in the French Senate. With their Union of the Left partners they won 46 of the 113 seats in the election. Page 4

## Tory review: A revitalized 'black tank'

is essential to the fortunes of a future Conservative government, Mr William Waldegrave says. Page 2

## Paris: Bishop is assaulted by traditionalists

in the cause of a clash in church. United States: Violence on television blamed by lawyer for alleged murder by 15-year-old boy. Page 6

## Profitable alliance: The Grosvenor Estate

celebrating the three hundredth anniversary of the marriage on which its fortunes were founded. Page 17

## IMF blessing gives shares a boost

Glits and equities advanced sharply in the wake of favourable weekend comment by the IMF on Britain's recovery, and hopes of early stimulatory measures. The FT index added 16.6 to close at 311.3, and the pound gained 10 points against the dollar to close at \$1.74—its highest for a year. Page 19

## Leader page 15

Letters: On the implication of the neutron bomb, from Dr Alex Perutz; on nuclear power supplies, from Mr F. J. Clappie and Mr J. Lyons. Page 15

## Leading articles: Age of retirement: Polish censorship.

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Stanley Reynolds on Anna Karina (BBC 2); Paul Ovey on the Paris Biennale; concert notices by Stanley Sadie, Joan Chisell, and Paul Griffiths. Page 12

## Obituary, page 17

Admiral Sir Guy Russell, The Earl of Aulrain, Mrs Lucie Faure, 12; Weather, page 14, 16  
Bernard Levin says: What a state to be in: Melvyn Westlake on the Third World; Part 2 of Leo Lebed's articles on censorship. Page 17

## Business News, pages 18-23

Financial Editor: A potent brew for securities markets; Willis Faber improves despite sterling's strength; Fisons looks for contracyclical earnings. Page 18

## Stock markets: The FT Index closed 16.6 up at 311.3

on the prospect of an economic stimulus. Long glits rose by 63. Business features: Oliver Stanley on Liberal proposals for a wealth tax; the building industry's export performance examined by John Bentley. Page 19

## Business Diary: Successes of the Women's Institute market stalls

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## MPs 'had retainers from Peachey'

investment for Northern Ireland.

His arrival has coincided with a new mood of anti-American feeling among Provisional IRA supporters. An incident in the charge of the parade was given in the latest edition of *An Phoblacht*, the republican weekly, which has begun a new series entitled "USA: a betrayal of Ireland." An article in the same issue is headed: "The American enemy".

Mr Shannon apparently intends to continue to speak out against the IRA and the use of violence. He said that the IRA's reliance on American funds for the Provisionals reflected not only the general change in attitude among Irish-American but also the disillusionment of the minority who used to supply the money.

Even among Irish-Americans there may be militant ones whose sympathies are not a new feeling of "futility" he said. "As far as the ordinary person giving money is concerned, he has seen absolute no advance since 1972 and he has seen the situation get tighter. Those who paid cash in the past have not seen any result and therefore must have not stopped."

Lord Mait said the original deal between Mr. Mandauing and Sir Eric had been legitimate. "Miller agreed to buy Mandauing's house, which understanding was in a bad spot, for \$100,000. I have no money I have not yet ascertained would be spent on improvements and an additional sum on maintenance."

The agreement had two important provisions. "If any day we called on him to buy the house, he would pay \$3,000 plus the amount spent on improvements. But if I exercised his option to buy the property, he would pay it money, plus the amount spent on improvements, plus mortgage and interest."

In short, if he wanted to buy it back he would have to pay a higher price. About three or four months ago he said I wanted to exercise his option."

The transfer should be completed shortly, Mr. Mandauing explains, between £25,000 and £30,000.

"Apparently he has come into some money and wants to buy the house," Lord Mait

## Mr Laker undismayed by 80 empty seats

passengers seeking cheap fares because they have arrived at the centre of London. The fare for stand-by tickets on their regular services from London to New York is £64.

Mr Laker said shortly before he left for London that he expected that he intends to open a London terminal, probably near Victoria station, soon.

At a champagne reception attended by all those who have booked seats on the first flight, he said, "referring to his six main airline competitors: "By April they will have gone back to their nasty old ways of putting their fares up. But we shall be able to beat them."

"Twenty-three nationalities came along to book tickets on this first flight from all strata of what I might call low income earners. These people did not have the means to travel before and obviously want to have."

**British Airways scheme:** British Airways said last night that 6

holders' point of view to this money in than to get for a year."

Mr Maundling said the tor. as outlined by Lord Moss was correct. He thought that the market price of his house could be much higher than £30,000.

He added that though the original design of the house swimming pool has been compared by Mr John Poulton, firm of architects, it was adopted. The work was carried by another firm. He is not had a car from Peachey.

In a statement yesterday, John Sillkin, Minister of Agriculture, Fisheries and Food said that the family firm solicitors of which he was member had acted previously all for Peachey's predecessor at Park West, in Edgware Road, London, from 1934. "At no time has there been any question retainers to me personally," added.

**Brother says he tried to give escape warning**

200 people who were in the queue when ticket sales began at 4 am yesterday were dealt with in two and a half hours.

New York during the weekend taking the total for the scheme's first week to more than 400.

## MP says he will fight to save Corby steel jobs

Sir Geoffrey de Freitas, Labour MP for Kettering, yesterday expressed his support for more than 11,000 workers who are trying to keep their jobs at the British Steel Corporation in Corby, Northamptonshire.

Referring to a warning by Mr. J. G. Bowling, of the Iron and Steel Trades Confederation, that unless he publicly supported the workers they would call for his resignation, Sir Geoffrey said he had been in close contact with the Corby plant for 13 years. He would seek to retain the jobs in the industry.

were in force at Thames Magistrates' Court, London, yesterday when two Italians and three other men appeared. The remainder in connection with the alleged \$300,000 international fraud. Last Thursday the other men, all Italians, escaped from the court after having remained in custody.

Robert Papalia, aged 35, a financial consultant, of Nassau Barracks, the two men and Papalia who escaped yesterday that he had been on the cell door to bring to attention of the guards that escape was happening.

Mr Papalia was fully examined in custody yesterday. He was accompanied by Mario Bertone, 41, a financial officer, of Milan, on October 4. Mrs Renee Hart, aged 49, a director, of the Martin's Lane, London, was virtuously on bail, was remarkably calm and was her husband had been withdrawn.

Veronique Blois, aged 25, of Monaco, and Richard Swinerton, aged 38, a company director, of Mather Avenue, Allerton, Liverpool, were remanded on bail until October 25.

the calculations.

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Commons 'a her

**Weather fore**

**NOON TODAY** Pressure is shown in millibars

**Today**

Sun rises :	Sun sets :
6:54 am	5:43 pm

# lings

**NOON TODAY**

**Yesterday**

London: Temp: max 7 am  
pm, 19°C (66°F); min 7 pm

**Bank raid charge**

A trough of low pressure will move E across most parts as pressure builds up over NW districts.

Forecast for 6 am to midnight:

London, East Angles: SE England, 40-45; rain or sleet intervals; becoming rather cloudy with outbreaks of rain; wind S, moderate; max temp 18°C (65°F).

Midlands, East Angles: S and E of Angles, Channel Islands: Rather cloudy, outbreaks of rain, though dry at first; wind S, moderate, but gusty; max temp 18°C (64°F); variable; max temp 18°C (64°F).

**WEATHER REPORTS YESTERDAY**

	r	s	g	h	u	v	h	u	v
Aberdeen	20	77	77	100	100	100	100	100	100
Belfast	20	77	77	100	100	100	100	100	100
Cardiff	20	77	77	100	100	100	100	100	100
Edinburgh	20	77	77	100	100	100	100	100	100
Glasgow	20	77	77	100	100	100	100	100	100
London	20	77	77	100	100	100	100	100	100
Manchester	20	77	77	100	100	100	100	100	100
Newcastle	20	77	77	100	100	100	100	100	100
Nottingham	20	77	77	100	100	100	100	100	100
Sheffield	20	77	77	100	100	100	100	100	100
Southampton	20	77	77	100	100	100	100	100	100
Stirling	20	77	77	100	100	100	100	100	100
Wolverhampton	20	77	77	100	100	100	100	100	100

[illegible]



At the residence  
of [redacted] to [redacted]

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
\_\_\_\_\_  
Position \_\_\_\_\_

DO NOT CONFIDENTIAL

**SAVE IT**





## HOME NEWS

## £1m bullion stolen from firm of smelters

Detectives are investigating the theft of bullion valued at nearly £1m after a West Midlands company was offered its own silver bars for sale. The company, Betts and Sons, is a family firm carrying on business for more than 200 years as smelters, refiners and bullion dealers.

Its management, operating from headquarters in Sharncliffe Street, Birmingham, had been uneasy for some time about discrepancies in its accounts. It suspected long-term pilfering of silver but it was not until the company was offered its own bullion that there was "positive proof" of theft.

Mr John Betts, chairman, said yesterday: "The accounts did not look right and we could not really say why. It pointed to a shortfall of some kind."

"It was a piece of good fortune when these bars came in and showed it was obviously theft. They were of a particular quality and shape and there was no shadow of doubt that they were ours."

Regional crime squad detectives and insurers were called in to investigate the loss of more than 650 silver bars valued at £1,500 each over a period of two years, and the company's bank appointed a receiver to sort out the effects of their disappearance.

The company employs more than 100 people at its smelting plant at Oldbury, and offices in Birmingham, London and Glasgow. It has an annual turnover of about £12m.

Mr Betts said: "I think this has finished us as a family concern. We are endeavouring to keep the business going with a view to finding a purchaser."

No jobs were in jeopardy at present. All workers had been asked to continue normally.

## Dead caver was investigating river mystery

Michael Nelson, aged 31, a Nottinghamshire cave diver, who was brought out dead yesterday from an underground tunnel at Ilkeston, Staffordshire, was trying to solve the mystery of the disappearance of the river Manifold, which has been puzzling people for generations.

Mr David Allsop, controller of the Derbyshire Cave Rescue Organisation, said that Mr Nelson had penetrated farther underground than anyone else.

"The disappearance of the river has always been a big mystery in the caving world," he said. "The Manifold flows down from the Manifold Valley and then completely dries up, disappearing into its river bed at Wetton Mill."

It then flows three miles underground and reappears on the banks of the river Dove and joins the Dove in the grounds of Ilkeston Hall youth hostel.

Cavers believe there must be a big underground network of channels and possibly caves in the area where the river vanishes.

Mr Nelson, who lived in South Parade, Workson, was a member of the National Cave Diving Group. He had explored the passage several times.

## Girl on baby charge

Lorraine Burt, aged 17, accused of stealing a baby, Wyeth, aged four months, from her pram at Leggate shopping centre, Lee, London, 13 days ago, was granted bail until October 11 at Greenwich Magistrates' Court yesterday.

## Scholars contest Manx parliament's 'millennium'

From Our Correspondent, Douglas

The intention of Tynwald, the Isle of Man parliament, to celebrate its millennium in 1979 is being contested by scholars. They maintain it has no basis in historical fact and that it would be wrong to celebrate it in the name of the Manx government.

Mr George Broadbent, an authority on Celtic affairs, and Manx history in particular, who is doing research at Queen's University, Belfast, has issued a detailed statement which, he says, shows that the celebration is a "pretence".

He says: "There is no evidence, nor is there any reason to suppose, that Tynwald was established at or about this date at all. It is the growth of the government has been misled in this respect and in its turn it has tried to mislead the Manx people."

## Lake District may restrict second homes

By John Chatter

A proposal by the Lake District Special Planning Board which controls building and development in the area, to make the question of second homes, received cautious support yesterday from elected members of Cumbria County Council's economic development and planning committee.

Instead of stopping all building of second homes in the Lake District, national park, an experiment to impose restrictions in limited areas may be launched.

The draft national plan for the Lake District, published after extensive consultative procedures, recently warned the "hearts of upholding second homes by declaring that future policy should totally restrict development in the national park to what 'could be shown to satisfy a local need'."

## Moderates in the Labour Party, 1: 'Backroom boys' take initiative The infiltration of Newham, North-east

The Labour Party conference opening on October 4 is likely to involve heated debate between the right and left on both organization and policy. In the first of three articles on the infiltration of the party, Ian Bradley reports the successful reversal of the left's takeover of Mr Ray Prentice's constituency of Newham, North-east.

Most of the excitement in Labour Party politics in the past few years has come from the antics and achievements of the left. Now, however, it is the moderates who are beginning to make their mark in a determined effort to make sure that Labour sticks to its social democratic tradition.

Behind the new initiative by the moderates is a rising group of young politicians in their late thirties and early forties who are themselves backed by a team of researchers and organizers in their mid-twenties.

These "backroom boys" are the common grammar school and Oxford University background which gave them their commitment to social democracy. They have all undertaken postgraduate research. They are in fact the sons of people who a few years ago would have been natural recruits to the left.

The most dramatic and successful operators among this rising group of Labour moderates are without doubt Mr Paul McCormick, aged 36, research fellow at Nuffield College, and Mr Julian Lewis, aged 25, a postgraduate at St Anthony's College.

It seems appropriate that their doctoral theses should be in the field of socio-legal studies and strategic studies respectively. By a combination of litigation and infiltration they have transformed the situation in Mr Prentice's constituency in the past few months, and overturned the dominance of the left there.

Mr McCormick dates his dislike of the left from his undergraduate days at Balliol, where, he says, he found himself the sole moderate in a college dominated by communists and international socialists.

Mr Lewis's battles with the left go back to his schooldays, when he stood against Mr Andrew Bevan, the Trotskyist who is now youth officer at Transport House, for the secretaryship of the debating society at Dynevor Grammar School, Swansea.

He also was at Balliol, and it was there that the two first worked together politically to prevent the Oxford University Labour Party from amalgamating with a left-wing breakaway group.

It was a visit by Mr Prentice to the Oxford University Labour Club early in 1976 that prompted Mr McCormick and Mr Lewis to involve themselves in the affairs of his constituency. They were convinced, as they still are, that the only way to beat the left is to use their tactics of infiltration and exploitation.

Mr McCormick admits that their campaign in Newham has been ruthless and single-minded, but it has not, he insists, involved "cheating and intimidation" which he attributes to the left.

versing the left's takeover of the local party.

They started in February by obtaining a High Court ruling declaring the forthcoming annual constituency party meeting invalid. A further High Court decision in April established that the party's rule book had not been strictly adhered to, and enabled them to put 30 delegates on to the general management committee.

They then obtained yet another High Court injunction to compel an annual meeting in July, which resulted in the slating of all left-wing officers and their replacement with moderates. As Mr McCormick says: "We now effectively control the party officials."

The cost of this battle has been considerable. Legal fees alone total about £7,000. So far the courts have consistently awarded costs against the losers: Newham's former Labour Party officials and Transport House, which backed them.

But Mr McCormick and Mr Lewis have also incurred substantial costs in organizing meetings. An 85-word telegram which they sent to all 124 delegates of the constituency management committee cost them about £800.

They are reluctant to say where their money comes from, but beyond the fact that they have passed the hat round among social democrats in Oxford and London.

Mr McCormick admits that their campaign in Newham has been ruthless and single-minded, but it has not, he insists, involved "cheating and intimidation" which he attributes to the left.

"The problem with most moderates," he says, "is that they are the self-effacing and reluctant to take their gloves off when dealing with the left." He regards the battle as being not just against the left but against the national executive committee and the officials of Transport House.

"There is no point in standing on constitutional niceties and not interfering with the internal affairs of other committees," he says. "The left is giving way to domination by totalitarians." Mr McCormick and Mr Lewis are now becoming involved in several other constituencies where the left has taken a strong hold. It is possible that their campaign for Representative Democracy, so far based in Newham, may become national, and that they will devote themselves full time to it.

Their activities have been regarded with a certain amount of suspicion by other moderates in the Labour Party and they have kept out of the Campaign for a Labour Victory, preferring to work on their own.

They are unrepentant about their position as academic interlopers. Mr McCormick says: "The Labour left is now middle-class, polite, lecturers and others who can run rings round traditional working-class Labour supporters. We need academics on the right to provide a fair battle."

Some days, it seems, when the social democratic tradition in the Labour Party was upheld by staunch working-class figures such as Ray Gunter and George Brown.

To be continued

## Gift of seven paintings to the nation

By Kenneth Gosling  
Arts Reporter

Seven masterpieces of English painting valued at £500,000 have been presented to the nation by Dr Daniel McDonald, the founder and former chairman of BSR Ltd, the Birmingham manufacturer of record player components.

Three national galleries benefit from the gift: the Tate, the National Portrait Gallery and the National Army Museum. Dr McDonald, a multimillionaire, who lives in Geneva, owns a magnificent art collection, formed with the help of Mr Hugh Leggett, the London dealer.

He began his company with capital of £300 in 1932 from a shed at Blackheath, near Birmingham. It first developed a public address system and later went government contracts for defence against acoustic mines and V-bombs.

Dr McDonald once considered making surgical instruments, and took a medical degree at Birmingham University. Although he qualified he never practised, and in 1952 went into the gramophone business.

The pictures that form the gift are regarded as of supreme national importance. The Tate sets Johann Zoffany's "Portrait of Mrs Woodhull".

Sir William Beechey's "Portrait of Mrs Siddons with the Emblems of Tragedy", "Portrait of Admiral Sir Peter Warren by Thomas Hudson, and Thomas Richmond's "Portrait of Effie Ruskin" go to the National Gallery.

The other three paintings, which all go to the National Army Museum, are Robert



Part of Johann Zoffany's Portrait of Mrs Woodhull.

Home's "The Reception of the Mysorean Hostage Princess by Marquis Cornwallis", "Portrait of William, 1st Earl of Craven" by Sir Thomas Lawrence, and "Portrait of General Sir Archibald Campbell" by George Romney.

The National Portrait Gallery described the gift as "one of the most munificent for a long time". All three sitters were men they particularly wanted.

"Surprisingly, we have hardly anything of Sarah Siddons and nothing of Sir Peter Warren. This is one of Hudson's best portraits."

Under the terms of the government grant were clarified there was doubt about the contribution of £50,000 promised by Mr Denis Mahon, the art historian, under the terms of a deed executed through the National Art Collections Fund.

It depended on the Government making a similar or larger contribution as a "special extraordinary grant" separate from the sums normally made available to local museums.

Mr Farr said last night that Birmingham was "deeply indebted to Mr Michael Levy, director, and his colleagues at the National Gallery for helping them to obtain the work."

## Target figure for Bellini is in sight

By Our Arts Reporter

With the help of a government grant of £72,000, the Birmingham Museum and Art Gallery is certain to reach its target of £400,000 needed to buy the Bellini masterpiece, "Madonna and Child", which it has had on loan for 10 years.

The grant, announced yesterday by the Department of Education and Science, releases donations totalling £60,000 which were dependent on matching exchequer grants. The gallery's shortfall is now less than £40,000 but a trust has promised further assistance running into five figures.

The target figure, which had to be achieved by the end of this week, is well below the true value of Bellini's painting, which is well over £1m.

The whole thing is now becoming much more manageable, Mr Dennis Farr, the gallery director, said. "The city authorities would certainly step in and aid a holding operation, if that was necessary, or make an extra contribution."

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## Boy aged 12 sentenced to 'life' for girl's death

A boy aged 12 who was said to have attempted to have intercourse with Tracy Mairs, aged four, shortly after having had sex lessons at school, was found guilty at St Albans Crown Court, Hertfordshire, yesterday of the manslaughter of the girl, who lived at Solway Road, Luton, Bedfordshire.

Justice Willis, sentencing the boy to be detained for life, said: "At some stage you struck her with such violence that she had serious injuries from which she eventually died. You showed callousness almost beyond belief."

"The right thing for me to do is to detain you so that you can be properly looked after while you grow up to become a man. A little boy who behaves with such brutality and unkindness poses a great problem for those who have to deal with him."

"It may seem very harsh, but 'life' does not mean what it says. When the time comes that the people who are looking after you feel you understand more about the facts of life and that it is safe for you to return home then that action can be taken."

The Home Office said the boy would probably go to a secure place in a community home. An official said: "He is too young for a detention centre or borstal. Every care will be taken to make sure the place he goes to is the right environment."

Our Legal Correspondent writes: Under the Children and Young Persons Act, 1933, where a child under 17 is found guilty of an offence for which he was an adult he could be sentenced to 14 years' imprisonment or more, the court may order him to be detained for any length of time up to which an adult could be sentenced.

In cases of manslaughter, or murder, therefore, a judge may order detention for a period up to and including life, but a life sentence means only that the child is to be detained "in such a place and under such conditions as the Home Secretary directs" and he is liable to be released, in practice, at the Home Secretary's discretion.

The minister would, of course, when deciding when to release the offender, take into account all reports about his behaviour, in detention and his predictions about his future conduct. The child might, if those are favourable, spend only a few years in detention.

## Walker raises £1,000

Mr Brian Wainman, aged 28, of Newton Blossomville, Buckinghamshire, arrived at Land's End yesterday to raise more than £1,000 for kidney research by a nine-week walk from John O'Groats. He undertook the journey after his wife, aged 21, died of pneumonia after a kidney transplant.

## TV Times' stopped

The TV Times, due out on Thursday, will not be published because of a dispute at the printers, Eric Benmore, of Liverpool, over a wage claim by members of the Society of Lithographic Artists, Designers, Engravers and Process Workers.

## Human bones found

Parts of a human skeleton were found on wasteland by two schoolboys in Smeeth, West Midlands, on Sunday night. Some of the bones were wrapped in plastic and police believe they may have been dumped recently.

## Regional report

## Ronald Faux Kirkwall

when the wind is on the nose. It also ranks as perhaps the world's shortest distance covered.

The service tests the ruggedness of the Orkney Islands. Only one strip, at Rotten Gutter, on Flotta, has a hard surface, the rest are pastures, which may be hard with frost, or deep in mud, or so high in bay that the propeller tips cut half-moon swatches at each landing.

They are often pock-marked with cow pats that give a Logan may run faster in hitting them at speed. Maintenance staff inquire wryly whether they are engineers or herdsmen.

The service began when the Orkney Islands Shipping Company agreed to pay Logan to run passengers between the islands rather than replace the Earls Thurlston and Sigmund when those elderly vessels retired. The airline economy

was optimistic that an Orkney with water under its wings could operate profitably, and they have been proved correct.

After 10 years the financial umbrellas have been removed. The service is an entirely commercial operation and delegations from other remote communities, including some Falkland Islanders, have been looking at the Orkney as a replacement for their own float air and sea.

Captain Andrew Afloat, senior pilot in Orkney, has flown some 60,000 flights in the nine and a half years he has operated Islanders from Kirkwall. It has been real flying, often through strong Orkney winds, or the alternative sea mist blanketing the islands, with take-off followed minutes later, perhaps, by a delicate landing across the wind into a quagmire.

Nor for him the high altitude push-button life of a pilot, whispering around the world from one smooth runway to the next, with men to load and unload luggage and a smart hostess to greet the passengers. Although in Orkney the pilot does all that himself and the pay is less, one suspects that the rewards are far greater.

## Islands' air service proves its value in emergency

The Orkney Islands' air service to the islands has proved its value in an emergency.

Today Loganair celebrate the tenth anniversary of their Orkney service. In that time the twin-engine Islanders have carried some 135,000 passengers, including teachers to schools, councillors to meetings, businessmen to clients, city folk to quiet holidays and civil servants to their victims.

Oradians climb into an aircraft with more nonchalance than they step into a boat. "You cannot compare a few minutes in the air with a day or more on a rough sea. The air service has made living on an island far better, far more secure," one islander said.

Eight islands are now linked by air to Kirkwall. The flights radiate like the spokes of a wheel, and the farthest landing strip is only 14 minutes away. Each strip has a local farmer committed to man a fire tender and to ensure that no livestock stand in the way of a landing.

What is believed to be the world's shortest scheduled air service lies between the islands of Westray and Papa Westray, 65 seconds flying time, and little more than the length of Heathrow's main runway, apart

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## Medical teachers seek new pay system

From John Roper  
Health Services Correspondent  
Oxford

Doctors who teach clinical and preclinical students in Britain's 33 medical schools want new machinery for determining their salaries.

That was made clear at the first conference in Oxford yesterday of the newly formed Medical Academic Staff Committee, which has replaced the Association of University Clinical Academics. It has been set up in cooperation with the British Medical Association (BMA). It has a section for

clinical and another for pre-clinical teachers.

The committee, which has started an intensive recruiting campaign among the 2,500 clinical and about four hundred medically qualified preclinical teachers, wants to ensure that parity with National Health Service salaries is maintained.

At the conference yesterday, it was agreed that it should seek to establish a university clinical negotiating committee, similar to the joint negotiating committee that represents NHS doctors. It would negotiate contracts and terms and conditions of service for all univer-

sity clinical staff and the Review Body on Doctors' and Dentists' Remuneration might be asked to do the pricing, as it does for NHS doctors.

It was suggested that the staff side and employers should be committed to accepting the outcome of negotiations and that the Government must be so committed to the machinery as to ensure that the necessary funds are provided for the NHS salaries settlement and for the hitherto university clinical settlement.

The conference also agreed to monitor the numbers of doctors leaving teaching posts.

## Driverless Tube train predicted

The cost of manpower on London Transport is rising so fast that a driverless train is bound to be introduced before the end of the century, says Mr William Maxwell, of the London Transport Executive, told the railway division of the Institution of Mechanical Engineers.

"If we get the man off the train, one only needs to pay for the cost of energy and insurance," he said. The fully automatic train presented no fundamental technical difficulties.

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## WEST EUROPE

## Union of Left makes only small gains in French Senate poll

From Ian Murray  
Paris, Sept. 26

The Socialists are the strongest single party in the French Upper House as a result of yesterday's Senate elections. The Communists, too, made slight gains. Of the 113 seats contested, the Union of the Left took 46, a gain of 10.

Although it will not be known until the House meets again on October 3 what the exact composition of the Senate will be, it is clear that these gains by the Left are scarcely significant and the parties forming the Government majority will remain in control.

The likely composition of the new House (with seats held previously shown in brackets) is: Communists 23 (20), Socialists 52 (52), Democratic Left 38 (40), Centre-right 58 (57), Republican Party 56 (55), Rural Independents 15 (16), Gaullists (RPR) 34 (30), Independents 7 (11).

Elections to the Senate are held every three years and a third of the seats are contested each time. The elections are prominent local citizens—the grands électeurs—so their verdict is likely to be less volatile than that of the electorate as a whole. The slight swing to the left is proof of this.

Direct comparisons with previous elections are not possible because Senate membership has been increased, which has raised the number of seats contested at this time from 99 to 113. Nevertheless, the 46 seats now held by the left represents 40.6 per cent of the seats, compared with the 30 out of 99 last time, which represented 30.3 per cent.

These modest gains must be less than was hoped for by the left if it is to win next year's legislative elections, even though the Senate itself has only advisory powers. Should the left win next year's Senate elections, which will still be controlled by the Government majority, parties, will have delaying powers, only on any measures agreed by the National Assembly.

The immediate effect of the elections is a slight Government reshuffle, since four of those elected are members of the Government and are not permitted, constitutionally, to serve as members of the Government. The reshuffle will be controlled by the Government majority.

Two have said they mean to take their seats and the other two are to make up their minds. These definitely going are M. Fourcade, Minister of Supplies, and M. Ponscette, Secretary of State for parliamentary relations.

Overall the elections seem to

## Concern over growing racism in France

From Our Own Correspondent  
Paris, Sept. 26

The national council of France's main community relations organizations, the Mouvement Antiraciste pour la Paix (MAP), has set up a commission of inquiry into neo-Nazi groups in the country.

Meeting yesterday, the council noted that racism in France was becoming worse. It was a warning sign, it was agreed that the movement's national congress, which meets in Paris in November, would study the problem and seek ways of stopping the most dangerous forms of racism and the campaign which has been helping it to grow.

The inquiry was set up largely as a result of the number of attacks against MAP offices and members, mostly by the "Peuple group", which was formed in 1974. Last year after the violent death of the former SS colonel, Joachim Peiper, a war criminal, who came to live in France after his release from prison.

The group has carried out four bomb attacks on MAP offices and four at the homes of MAP leaders. On the anniversary of Colonel Peiper's death, they bombed the office of one of the MAP lawyers and two justices of the peace.

Last month of the liberation of Paris, the same group blasted the statue of General Leclerc from its plinth.

France has also been a colour problem brought by African immigration. Figures at the start of the year show there are now 400,000 Africans and 800,000 AM in the country.

Many of the Africans earn a living selling trash on the pavement, adding attraction for the tourists causing growing concern French traders.

With high unemployment looking as a big threat, the Government has launched a programme to repatriate foreign workers who were return home. The sign, however, that only a few hundred will be repatriated in the next few months.

The coloured immigrants often do the lower jobs, such as cleaning. While economic factors contributing to racism, the admiration of some of the more famous black leaders, such as Martin Luther King, has crossed out and "Peuple" scrawled instead.

These are the sort of that led Mme Mitterrand to say that the Government was not ready to declare the Committee of Action Resistance, to declare "Nazism is ready to rise again."

## Australian dissatisfaction with EEC farm policy

From Michael Horsley  
Brussels, Sept. 26

"Profound dissatisfaction with certain aspects" of the EEC's Common Agricultural Policy was expressed here today by Mr John Howard, the newly appointed Australian minister with special responsibility for trade negotiations with the Nine. Mr Howard arrived in Brussels at the weekend at the start of a five-week tour of European capitals.

Speaking before talks tomorrow with Mr Jenkins, the President of the European Commission, Mr Howard said that while Australia had continued to provide an expanding market for the EEC's exports of manufactured products and capital goods, the Community market for Australian agricultural exports had "rapidly contracted to the point of disappearance."

He conceded that Australia maintained relatively high tariffs on industrial imports, so as to protect domestic industries. But he argued that in no case did these amount to a "virtual embargo" on imports from other countries, whereas this was the cumulative effect of the EEC's Common Agricultural Policy.

The Australian Government decision to mine and export uranium, of which Australia has about one-fifth of the world's known low reserves, must now be part of the general trade talks. Mr Howard said he would not be drawn into saying that on uranium sales would be determined by the willingness to open its agricultural market.

Because of its large balance of payments deficit and deteriorating economic situation, observers here believe Australia is in fact even anxious to sell its uranium to the EEC in return for a taking account of the true value of the Australian agricultural exports.

One of Australia's main goals is to get access to EEC markets for its exports, which, as a result of progressive tightening of Community import restrictions have slumped from 100 million in 1973 to no more than 13,000 tonnes last year. General Australian exports to the EEC dropped by more than 50 per cent during the past four











## SPORT

## Boxing

## Green's temperament on trial at Wembley

Dave Green is alive and well and ready to prove it at the Empire, Wembley, tonight. This is Green's comeback following his traumatic knockout defeat in his world title bout with Carlos Palomino last June and it is not just the fact that it is significant, Green will be returning to the scene of the accident, so to speak, to prove that he is still a contender for the same Wembley title which he lost.

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## Horse trials

## Miss Booth goes clear to retain the lead

By Pamela Macgregor-Morris

Hazel Booth and Monoco jumped a clear round to retain their position at the head of the trials in the Middle Park international open class as the Wyley horse trials yesterday. Their horses, a pair of geldings, were the only ones to clear the cross-country course, which was taken by the seven-year-old by the previous year's champion, Victoria Oliver.

Victoria Oliver had a fence down on her horse, Crown of Crowns, which she rode through, especially as they had a time penalty of 5.5 seconds to shorten the course. The other riders, including the defending champion, Captain Malcolm Wallace, who was leading the trials, were also penalised for fence work. Wallace, who was leading the trials, was also penalised for fence work.

## Motor racing

## Jaguar drop out of European championship

Leyland have scrapped their motor racing team. The two-car team, which had been competing in the European championship, will not return to the public-owned company's ranks next year, a Leyland spokesman said yesterday.

Leyland had hoped to return to the sport after the success of the Le Mans 24-hour race, when Jaguar was a major force in motor racing, but after a series of mechanical problems, Leyland decided to cut their losses.

The two powered 12-cylinder 5.0 litre coupes—60 longer in wheelbase than the previous Leyland models—were the fastest cars on the track before a series of mechanical problems almost always forced them into retirement. Leyland's cars were the fastest in practice, but they were not reliable enough to win the championship.

## Golf

## Laying Martin and Lyle attempt to earn players' cards

Steve Martin and Sandy Lyle, two of the most promising young players in the world, are attempting to earn their professional playing cards at the European Tour's qualifying school at Foxhill, Leamington, from October 10-13.

The 21-year-old Martin, from Dundee, is a former Scottish stroke play champion, was a member of last year's victorious World Cup team. He also played a part in Scotland's triumph in the European championship.

Lyle is one of Britain's outstanding young golfers. The 19-year-old son of the Hawick Park professional was the youngest member of the Walker Cup team that lost to the United States last year. He has had a brilliant season and among his achievements has been to win the English stroke-play championship.

## Ban a lock-out, QC says

continued from page 1

He was "immensely popular in Gloucestershire and the county wished to continue to employ him more than any other cricketer since W. G. Grace, who had also promoted private tours." Sussex, similarly, wanted Greig and Snow to remain in their team.

There had been an early "convulsive joining of ranks" among the administrators throughout the world, counsel continued, but later the West Indies expressed doubts. They felt that the change in the rules had opened the way for a ban should not be made retroactive and that the ban should apply only to a tiny number of players who had signed with the new board.

The United Kingdom attitude, expressed by Mr. W. H. Webster, the TCCB chairman, was: "We are not won by appeasement. We seemed, Mr. Alexander thought, to regard the players as 'expedient'.

This winter's matches would happen, whether the defendants liked it or not. They would gain nothing from this 'penalty', but English cricket would lose.

## Racing

## Cole gives the old school a lesson

By Michael Phillips  
Racing Correspondent

Good race for the Middle Park Stakes promised to be at Newmarket on Thursday. It still looks as though the Dewhurst Stakes and the Grand Critérium will be more enlightening in the long term. Robert Sangster confirmed yesterday that his unbeaten Northern Dancer colt, Try my Best, would run in the Dewhurst Stakes and Paul Cole told me on Sunday that John de Coombe, the winner of this year's Prix de la Salamandre, was likely to return to France in just under a fortnight to try to add the Grand Critérium to his record.

The Dewhurst Stakes has been won by Grand and the Middle Park classic winners all during the past three years and with both Try my Best and Sexton Blake competing, the race looks very much as though it could shed some light upon the classic front once again. Sexton Blake has always been the Champagne Stakes at Doncaster and the Dewhurst Stakes at Newmarket and by doing so laid bare his claim to be the European best two-year-old colt in training in England.



Cherry ripe for the Cesarewitch: John Cherry strides away from his rivals at Goodwood.

Someone whose judgment I value very much told me that my Best will be the Larkspur Stakes at Leopardstown on Saturday and was greatly impressed by the colt, who is reputed to be a fine O'Brien prospect. "It was not so much what he actually beat but the way he beat it that was so captivating," he told me yesterday.

On Sunday I saw John de Coombe's horse in the yard in Lambourn and could not have been more impressed with the way he looked. To be a colt of this age and to be so long in the back to be elegant, but he is clearly thriving on his work and his successful young trainer is undoubtedly a man of the future. John de Coombe has put on weight over his quarters and his frame since he was sent home and it is so evident that he is clearly thriving on his work and his successful young trainer is undoubtedly a man of the future.

Reef Stakes at Newbury that performance looks even more meritorious now than it did at the time. That explains why there is such an interest in John de Coombe, even though the presence of Emnis and Vilmaria in his family—both of which are family of Coombe, incidentally—may mean that he will never get much further than a mile.

John de Coombe is the son of the best crop of Monmouth, who belongs to another very fast family—that of Horatia, which has served Messrs R. B. and E. S. Moller so well for so long. Cole told me on Sunday that John de Coombe was all bits and pieces when he was sent home and it is so evident that he is clearly thriving on his work and his successful young trainer is undoubtedly a man of the future.

cuts down very considerably on the expense of running a big stable. Trainers of the old school would probably shudder at the thought that Cole has only praise for his contraption and is convinced that they will be an integral part of training methods in this country in the future. Certainly his achievements since he installed his three years ago have been a fine advertisement.

If the ground is remotely good or better still soft at Newmarket on October 15, John Cherry will surely make a great attempt not only to become the first horse to win the Cesarewitch twice this century, but also carry more weight successfully than has ever been carried in this race before. John Cherry, already holder of the record in this respect, when he won the famous Newmarket marathon last year he jumped 5th 13th to victory.

to lay 10-1. John Cherry will be seen jumping during the winter when his objectives are likely to be the principal hurdle races run over three miles. Pigott also won the West Dean Stakes on Overlook yesterday, but earlier in the afternoon he had a considerably disappointing ride on the Queen's good-looking Mill Reef colt, English Harbour, who seemed favourite for the Kings Stakes, English Harbour looked painfully one-paced yesterday and surely he is obviously neither as good as he looks, or appeared to be when he won at Newbury in August.

Today at Goodwood another good-looking colt by John de Coombe has an opportunity to show previous failures. His name is Magnitude. In receipt of 11lb, he ought to be capable of beating Tumbler. The main danger on this occasion could be Brigade of Guards, who is by Mill Reef's contemporary, Brigadier Gerard.

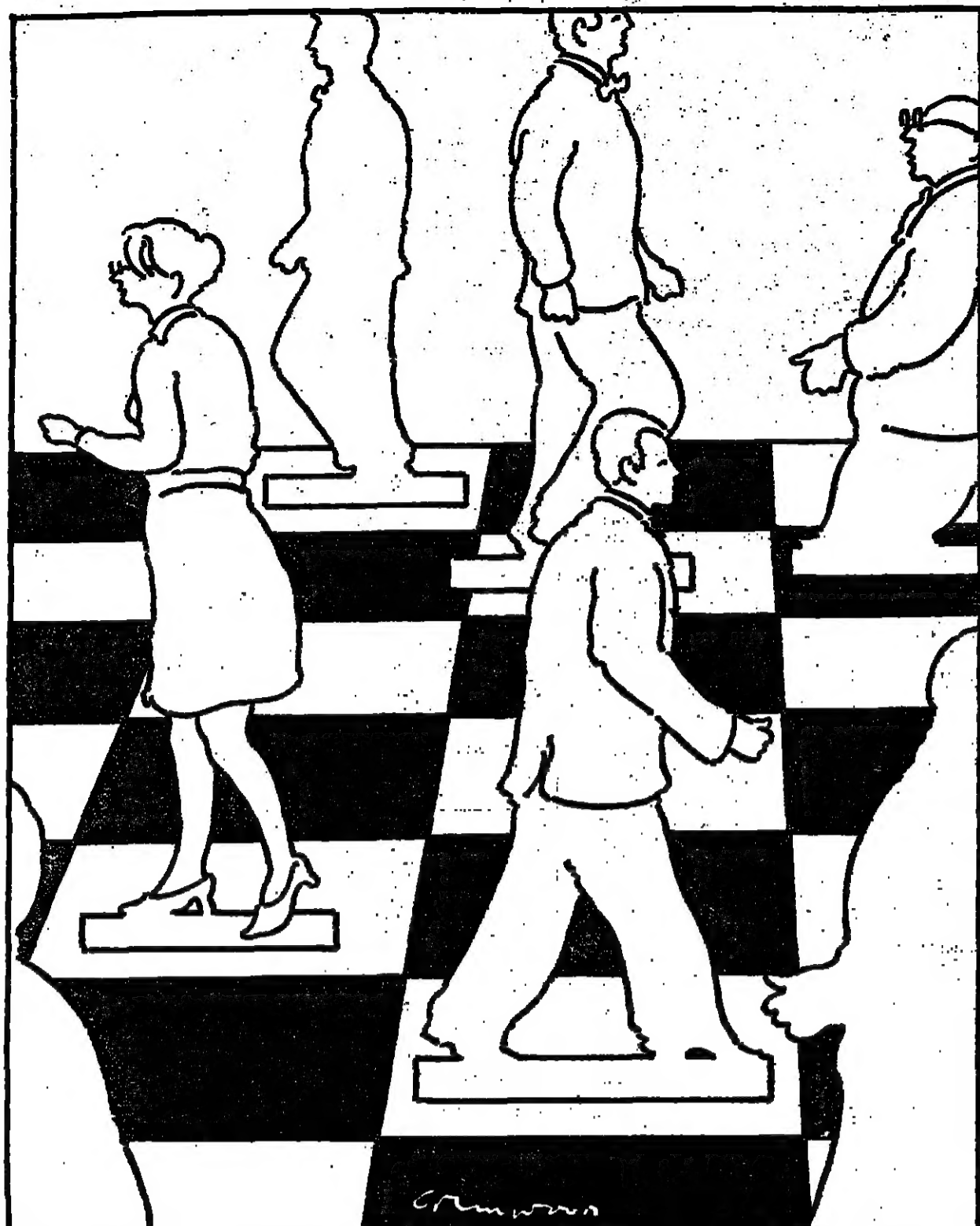
## Goodwood programme

2.0 DEXLEY STAKES (2-y-o: £1,062: 5f)			
2.01	Amhurst, H. Price, 9-0	B. Taylor	1
2.02	Sandring, P. Browne, 5-0	E. Clifton	2
2.03	Amhurst, H. Price, 9-0	A. Barclay	3
4-6	Amhurst, 15-8 Sandring, 10-0, Peltie Plinier.		
2.30 LIMCKILN STAKES (2-y-o: £2,015: 7f)			
2.31	310 "Paine Williams, S. Hobbs, 9-0	S. Mercer	5
2.32	311 "Paine Williams, S. Hobbs, 9-0	S. Mercer	6
2.33	401 Gah. Bulchire, 8-11	S. Mercer	7
2.34	402 Gah. Bulchire, 8-11	S. Mercer	8
2.35	403 Gah. Bulchire, 8-11	S. Mercer	9
2.36	404 Gah. Bulchire, 8-11	S. Mercer	10
2.37	405 Gah. Bulchire, 8-11	S. Mercer	11
2.38	406 Gah. Bulchire, 8-11	S. Mercer	12
2.39	407 Gah. Bulchire, 8-11	S. Mercer	13
2.40	408 Gah. Bulchire, 8-11	S. Mercer	14
2.41	409 Gah. Bulchire, 8-11	S. Mercer	15
2.42	410 Gah. Bulchire, 8-11	S. Mercer	16
2.43	411 Gah. Bulchire, 8-11	S. Mercer	17
2.44	412 Gah. Bulchire, 8-11	S. Mercer	18
2.45	413 Gah. Bulchire, 8-11	S. Mercer	19
2.46	414 Gah. Bulchire, 8-11	S. Mercer	20
2.47	415 Gah. Bulchire, 8-11	S. Mercer	21
2.48	416 Gah. Bulchire, 8-11	S. Mercer	22
2.49	417 Gah. Bulchire, 8-11	S. Mercer	23
2.50	418 Gah. Bulchire, 8-11	S. Mercer	24
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2.52	420 Gah. Bulchire, 8-11	S. Mercer	26
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2.57	425 Gah. Bulchire, 8-11	S. Mercer	31
2.58	426 Gah. Bulchire, 8-11	S. Mercer	32
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2.61	429 Gah. Bulchire, 8-11	S. Mercer	35
2.62	430 Gah. Bulchire, 8-11	S. Mercer	36
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2.67	435 Gah. Bulchire, 8-11	S. Mercer	41
2.68	436 Gah. Bulchire, 8-11	S. Mercer	42
2.69	437 Gah. Bulchire, 8-11	S. Mercer	43
2.70	438 Gah. Bulchire, 8-11	S. Mercer	44
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2.73	441 Gah. Bulchire, 8-11	S. Mercer	47
2.74	442 Gah. Bulchire, 8-11	S. Mercer	48
2.75	443 Gah. Bulchire, 8-11	S. Mercer	49
2.76	444 Gah. Bulchire, 8-11	S. Mercer	50
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4.81	649 Gah. Bulchire, 8-11	S. Mercer	255
4.82	650 Gah. Bulchire, 8-11	S. Mercer	256
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4.84	652 Gah. Bulchire, 8-11	S. Mercer	258
4.85	653 Gah. Bulchire, 8-11	S. Mercer	





## Recruitment dossier



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- 1) 2 EXPERTS IN REACTOR ENGINEERING with experience in the field of design and calculation of power reactors and components.
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- 3) 1 EXPERT IN THE FIELD OF ANALYTICAL CHEMISTRY with experience in the field of analytical methods.
- 4) 2 EXPERTS IN THE FIELD OF PROGRAMMING AND COMPUTATIONAL CODES FOR REACTOR ENGINEERING AND NUCLEAR POWER SYSTEMS.
- 5) 2 EXPERTS IN THE FIELD OF WORKSHOP DESIGN AND PRODUCTION OF EQUIPMENT.
- 6) 2 EXPERTS IN THE FIELD OF ELECTRONIC AND INSTRUMENTATION OF REACTORS AND NUCLEAR POWER PLANTS.

The working place is at present time in Teheran. The Centre in Esfahan will be operational in 1980. The experts should have at least 10 years of experience in their respective fields and an M.S. degree in Sciences or Engineering, the willingness for adaptation and readiness to tutor Iranian Junior Engineers and Technicians, and transfer to them their know-how and contribute to the development of research and development projects.

The applicants will receive adequate salary, air tickets for the applicant and family, allowances for housing and school fees for children and yearly vacation.

The engagement contract will be for 1 calendar year, renewable if the contribution of the applicant is substantial.

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ATOMIC ENERGY ORGANIZATION OF IRAN, ESFAHAN NUCLEAR TECHNOLOGY CENTRE PROJECT  
AVENUE HAFEZ SHOMALI, AVENUE ROUDSAR 3, TEHRAN, IRAN

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This position involves wide ranging organisational responsibilities including the development of policies to promote the business and profits of the Company.

The successful applicant will ideally be aged 35 to 45, self-motivated with a broadly based insurance background. Proven administrative flair together with the ability to communicate effectively at all levels is essential. Although initially based in London, frequent travel to the Middle East is envisaged, and there is a possibility that it may be found more satisfactory for the Executive to be based in the Middle East area at a subsequent stage. Previous experience of the Middle East is not essential. An initial salary of £15,000 is proposed, together with the benefits associated with a position of this importance.

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This vacancy is located at our Head Office in Bradford and applications are invited from solicitors aged between 28-32.

The successful candidate will join an established legal function whose work covers an extremely varied field. Essential requirements will include sound judgement, an ability to work with people at all levels and the competence to deputise for the Society's Solicitor in his absence.

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Applications should be marked 'private and confidential' and addressed to:

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Candidates, male or female, should be under 30 and either newly qualified as a solicitor, or with 2 years practical experience as a barrister.

In addition to salary, which is negotiable depending on overall suitability, LV's and bonus are paid and a comprehensive benefits package is offered. Please write giving details of age, qualifications, experience and present salary to:

Bill Antrim,  
Personnel and Administration  
Controller,  
Elf Oil Exploration and  
Production (UK) Ltd.,  
187 Knightsbridge,  
London SW7 1RZ.

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The Agriculture and Fisheries Department of the Hong Kong Government requires a Forestry Officer to be responsible for (a) taking measures to control animal wild-life indigenous to Hong Kong, restricting the trade and possession of certain animals; (b) assisting in the enforcement of the Ordinance and The Animals and Plants (Protection of Endangered Species) Ordinance; (c) managing field staff; and (d) planning and implementing departmental programmes for the protection, conservation of animal wild-life in co-operation with officers engaged on flora conservation and development of country parks.

Applicants should preferably be under 35 years of age and must have a First or Second Class Honours degree in Ecological Sciences or Natural Sciences, a British university or equivalent and at least 3 years' practical experience in animal management. They should also have a valid licence.

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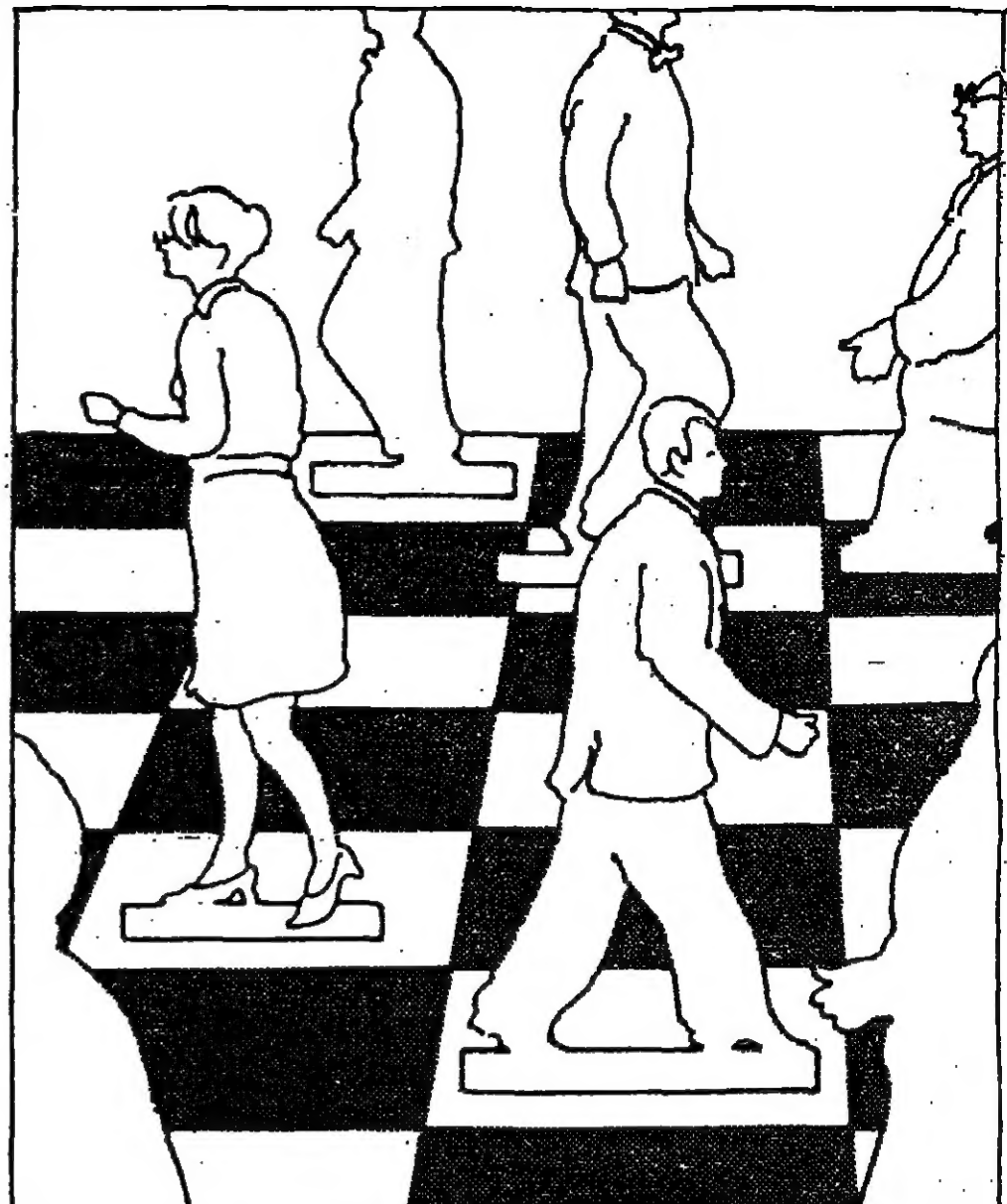
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The Gun is a smallish pub in an East End market street. Des Coates, the governor, has been in charge for 11½ years.

He rises each day at 7.00 am and creeps downstairs to let the cleaner in - when the cleaner shows up.

Then he wakes his wife Valerie, his son Mark (10½), and his daughter Julia (8) with a cup of tea.

After breakfast he drives the children to school.

By 9.30 he has given the cellar a sweep out and he's on to cashing up the previous day's takings. (There used to be a good deal to do in the cellar but nowadays it's down to a once-a-week pipe clean, which Des does with his automatic pipe cleaning machine.)

At 10.30 Kit, the lunchtime barmaid, arrives. She and Val go through the place in the wake of the cleaner checking the toilets, polishing, dusting and arranging flowers.

Meanwhile, Des re-stocks the shelves.

Opening time is 11.00 and during the week trade starts slowly. Val and Des both work in the bar along with Kit.

Most of the people who come in are shoppers and stall-holders from the market. Des is on Christian name terms with 90% of them.

Business builds up steadily, and when the doors close at 2.30 pm there are plenty of glasses to wash and ashtrays to clean.

At 3.00 they go upstairs for their lunch. At half-past, Val drives off to collect the children from school. Des puts his feet up for an hour and a half until opening time at 5.00.

Until 7.30 things are usually pretty brisk then there's a bit of a lull. From 9.00 the party really gets going.

The regulars come in and their favourite drinks arrive on the bar virtually unasked for.

If you drop in be careful where you sit. You'll notice a chilly draught if you happen to be in somebody's favourite chair. But elsewhere there's a distinct warmth.

The atmosphere isn't exactly like a party in a neighbour's front room. Or a club. Or any other pub, for that matter.

It isn't what it used to be either. A lot of the old East End characters have died and the world they inhabited is fading.

Old Nell has gone. They made her a cake with fifty minia-

ture Guinness bottles on it to mark her 50th wedding anniversary. That night they had one of the many really memorable parties at The Gun.

Next day Nell came in and said she'd miscounted. It was only her 49th anniversary, so they could have another do next year.

Old Bill can't play the spoons any more because he's got arthritis in his fingers.

But there's a piano in the bar and quite often they have music and a sing-song.

They have a darts team that plays friendly matches during the winter months. Just for fun. Nobody gets desperately competitive. Saveloys and pease pud in the bar.

Des arranges outings for the men to Goodwood and The Derby. Val consoles the wives back at The Gun.

But everybody enjoys the annual night out which is financed by a levy on the football pontoon money.

They hire a hall and disco and they drink and dance all night with free beer and free food.

They know how to have a good time at The Gun. But things rarely get out of hand. In his time there Des has only had to put three people out for misbehaving. Although he admits to asking quite a few to leave because they insisted on using bad language in a high voice. He doesn't like people who swear in front of Val.

When 'time' is called at 11.00 quite often the party is in full swing, and sometimes when it's just a group of their friends, Val and Des shut the doors and the drinks are on them. (To avoid confusion they tell the local police what's going on. Otherwise they could stand accused of serving drinks after hours.)

In any event, after everyone has gone they clear up and have their evening meal.

And so to bed about 1.00 am.

A long day, and if you worked out the hourly rate you'd wonder why anybody wanted the job.

Des and Val like it because they're their own boss and because they work among their friends.

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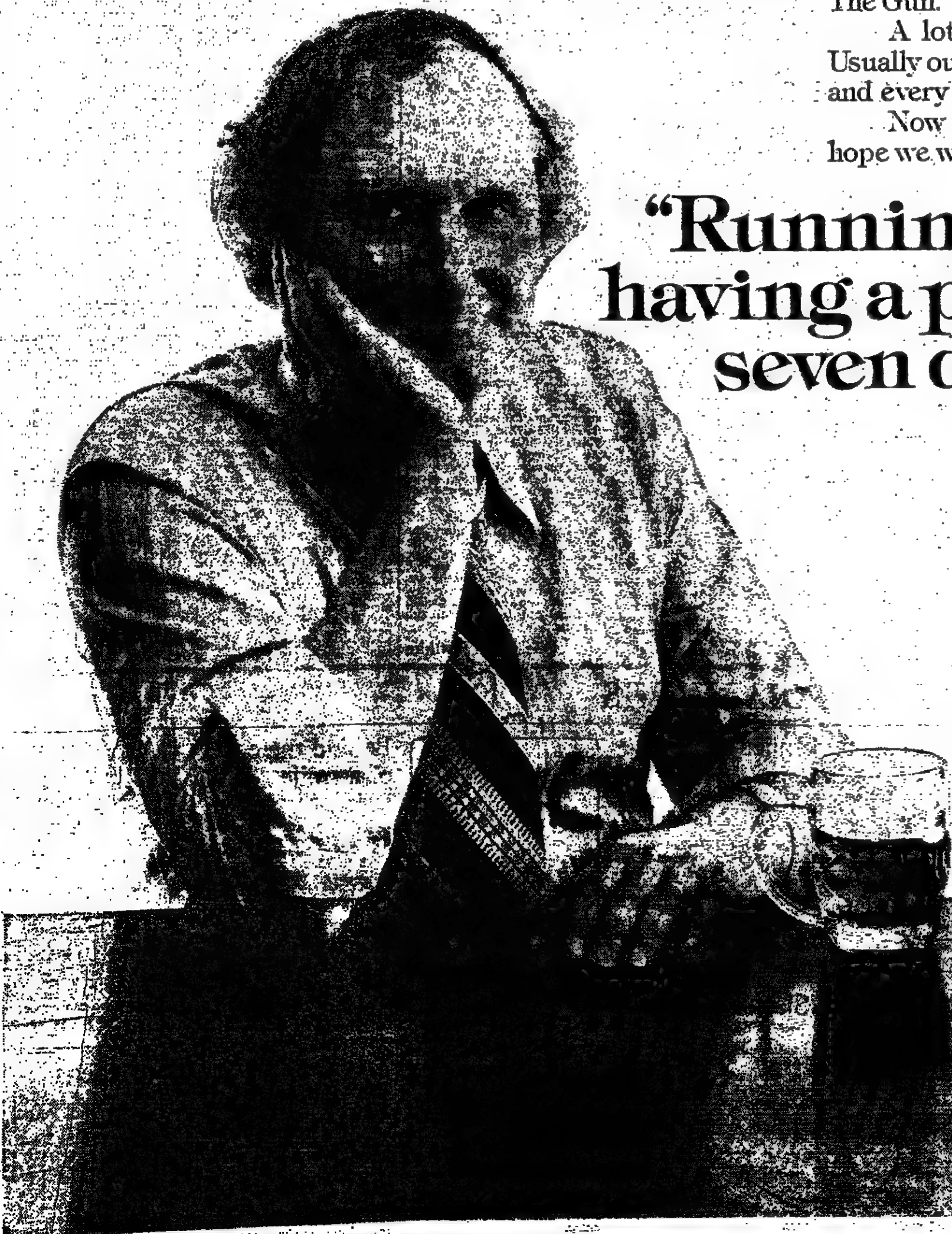
Now we've told them how hard they'll have to work, we hope we won't have to disappoint so many.

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Des Coates, The Gun, Hackney, East London.



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## SEVENTY YEARS YOUNG\*

It is part of the conventional wisdom that an early retirement age is one of the marks of a civilized society. Perhaps that is a natural reaction in a world where until comparatively recently the provision for most people in their retirement was rudimentary in the extreme. So in order to avoid on the one hand the indignities of charity, public or private, or on the other hand being a burden on their families many elderly people went on working long after they were fit to do so. That was inhumane. Old age should have its dignity and its rest. But rest is not the only thing that is required by people beyond a certain age. Many remain active, and all too often frustrated by idleness, when their years suggest that they should be content simply to draw their pension.

That has been recognized by the House of Representatives in the United States in voting overwhelmingly in favour of increasing the age at which employers can require their workers to retire involuntarily from sixty-five to seventy. To many people that will seem eccentric. Not only will the movement seem to be in the wrong direction but if this law is passed it will mean that the normal retirement age in the United States will be higher than for example, in any country of the EEC. The highest age at which the national retirement scheme comes into operation among member states of the Community is sixty-seven for men in Denmark. In Italy and France it is as low as sixty for men.

The American initiative is being taken not as an exercise in draconian economics but in

response to pressure on behalf of the elderly themselves. Mr Nelson Cruickshank, chairman of the Federal Council on Ageing and President Carter's counsellor on problems of the elderly, has said that the Bill is an important step in removing the image of ageism—a word as well as a concept that we might well do without. One of the chief sponsors of the Bill has said that it will allow elderly people who want or need to work beyond sixty-five to do so. It is this idea of a flexible retirement age that ought to be encouraged.

In Britain, as in most western countries, the normal retirement age under the national pension scheme sets the pattern throughout the country. Private occupational schemes tend to fit this pattern and it is convenient for most employers not to vary this arrangement for different members of their staff except in unusual circumstances. So a national norm becomes established. There are, it is true, some notable exceptions to it. Oil companies, for example, retire their executives earlier than the national average, generally at sixty; and the smaller the company the more likely it is that the arrangement will be flexible. But for the most part there is not enough recognition of the different needs of different occupations and different people.

There are difficulties, however, in the way of simply raising the age at which people can be compulsorily retired, as the House of Representatives now intends, especially if that leads to most people just staying on longer at their jobs. There must now be a considerable temptation for them to do so whether they

are really fit or not after the inflation that has been experienced in the past few years. Anyone whose pension is not adjusted automatically to take account of the movement of prices can hardly feel assured that he can face old age with no financial anxiety—which is why British civil servants are so widely envied and is one reason why so many other people want to keep working as long as they can.

But if too many of them do so it can block the promotion prospects of younger people and engender much frustration lower down the line. It would also be likely to make the problem of youth unemployment all the worse. That would be particularly true in Britain where there is so much job security for those in employment that the natural course for an employer who needs to reduce his workforce is not to sack the least efficient and take on as many promising young employees as he requires, but to run down gradually through retirement and natural wastage—while suspending recruitment in the meantime. That is more humane for the older worker but hard on the young person seeking his first job. It would be harder still if a great many older workers were to stay on beyond the customary retirement age. What is required therefore is the greatest possible flexibility to take account of personal circumstances and national economic conditions.

\*To be seventy years young is sometimes far more cheerful and hopeful than to be forty years old. Oliver Wendell Holmes. On the seventieth birthday of Julia Ward Howe.

## THE POLISH MINISTRY OF ANTI-TRUTH

The internal documents of the Polish censorship, revealed by Mr Leo Labedz in *The Times* yesterday and today, make truly fascinating reading. In a paradoxical way they also make very encouraging reading. Of course the existence of prohibitions could be inferred by any attentive reader of the end product of the process, the official Polish press. But unless you are actually looking for references to, say, "the limitations on the freedom of action of communists in Egypt, Algeria, Sudan, Iraq, Libya and Syria" or "the role of Iran in the context of imperialist forces in the Persian Gulf", it might not occur to you to notice their absence. And if you did notice their absence, you might think that Polish journalists simply did not regard these subjects as very important, or that being trained as good Communists they instinctively refrained from writing on subjects which could be embarrassing to a Polish government that, for reasons of national interest, has to maintain good relations with the governments of the various Middle Eastern countries above named.

Now we know that that is not so, and that in order to keep all these distasteful subjects out of the news media the Polish government has to issue list upon list of absurdly detailed instructions to do employ a whole army of highly educated and no doubt well paid bureaucrats. One wonders how these people are recruited. No doubt they keep their own salaries as secret as everyone else's. ("The correct formulation should be salary to be agreed upon during the interview"), but one can see that the attractions would not be all financial. There would also be the stimulus of the constant battle with writers and publishers who are evidently for ever finding new and unforeseen ways of embarrassing the government, whether by publishing its own statistics or spotlighting the abuses of other totalitarian

regimes of a theoretically opposite political colour. But what is so encouraging is to see that all those involved in this game, censors and censored alike, must be perfectly clear in their own minds that a game is what it is. There is no hint in these documents of any belief that what is officially printed or broadcast has anything to do with objective truth, or that what is cut out is cut out because it is false. The directives do not say "there is to be no repetition of the malicious rumour that rivers flowing from Czechoslovakia are increasingly polluted". They say "there should be no disclosure about the increasing pollution of rivers flowing from Czechoslovakia". Their authors know perfectly well, and assume that those they are addressing also know, what the truth is. They simply do not want it "disclosed". In other words they are peddling an ideology which has no hold over their own minds. They are salesmen who do not believe in their product.

As any capitalist could tell them, a salesman who does not believe in his product is unlikely to be a success. And so it proves. For anyone who knows Poland knows that Poles do not believe what they are told by their official media; and fortunately they do not have to, for they have other sources of information. Poles are able to travel abroad and maintain individual contacts with the West to a greater extent than any other East European nation. They are also, like other East European nations, great listeners to Radio Free Europe, in spite of the government's efforts to jam it. And more than most other European nations, East or West, they go to church—which is not of course a source of daily news but does provide an alternative and far more sincere view of the world than the spurious Marxist consensus to be found in the official media.

Mr Labedz contrasts "the more ham-fisted Soviet censorship"

with "its more fine-fingered Polish derivative". But the sad truth is that the Soviet version is considerably more effective, for there is almost certainly a much higher proportion of Soviet citizens who believe at least the broad message they are getting from their official media than there is in Poland or any other of the Soviet Union's East European colonies. This probably has little to do with the techniques of censorship, and much more to do with the simple fact of being colonies. It is much easier to question the credentials of a government and a social system which you know to have been imposed and kept in power by foreign troops than of one whose crimes are committed in the name of your own national pride—especially if you happen to be a citizen of a reasonably successful world power.

Moreover, the consciousness of today's young Russian is the product of two generations of almost complete isolation. Happily it is no longer possible for Russia to impose the same kind of isolation on Eastern Europe, and the period of the Cold War was not long enough to have had a decisive effect. Today's Soviet block is deeply dependent on economic exchanges with the West. This gives the West a priceless opportunity to lend moral support to the oppressed peoples of Eastern Europe. By signing the Helsinki Final Act, the Soviet Union and its satellite regimes have admitted that human rights and the free flow of information and ideas are not merely "internal affairs". They have given undertakings which they clearly do not intend to respect, but in so doing have given us the right to demand that they do respect them. This demand should be reiterated with the greatest clarity and precision at the coming Belgrade Conference. This is what the peoples of Eastern Europe will expect of us, and it is what we should demand from our own governments.

Obviously, I would not wish to speculate at this point on what sort of issue might become the key to unlocking that door. However, what I would like to point out is that Central Office might well start giving it some thought because one thing is certain—the Liberals are now well versed in the art of playing the blushing bridemaid, both on grass roots party and on political level. They are now very wary of any liaison which is not legally binding and next time they will make very sure that both parties wear a wedding ring, albeit temporary.

Yours faithfully,  
DAVID AUSTICK,  
Chairman,  
Liberal Candidates Association,  
Cress Green,  
Orkney,  
West Yorkshire.

### Spelling by numbers

From Mr Morley Griffith-Jones  
Sir, For some months we have been moving into a period of very precise references.  
A body called "NTVRO" has referred to me as 0910731106061 1123050102730002017012 and another, the "Post Office National Giro", as 5425000567A72080001P0 0014815.  
Regrettably, both have misspelled my name. Let us hope that the numbers are accurate.  
Yours faithfully,  
MORLEY GRIFFITH-JONES,  
PS Where is the world population? Hembridge Bowden, Hembridge, Somerset.

## Implications of the neutron bomb

From Dr Max F. Perutz, CH, FRS  
Sir, The time is imminent when President Carter will decide whether or not to authorize construction of the neutron bomb. I read with horror that the Nato allies are encouraging him to go ahead. While his decision still hangs in the balance, may I try, as several of my scientific colleagues have done before, to make the public aware of its terrible implications.  
A neutron bomb is a special kind of hydrogen bomb that would exploit the fusion of two isotopes of hydrogen—an atom of deuterium and one of tritium—to generate an atom of helium and a neutron of very high energy. The result would be an explosion whose main energy is in the production of penetrating neutrons which, on collision with other atoms, would produce even more penetrating gamma rays. Explosion of a neutron bomb with a yield of one kiloton, the smallest now envisaged, would cause immediate convulsions and collapse of anyone within about 1,000 metres of its point of detonation and could therefore kill the crews of an entire army of tanks at one single blow.

At first sight this possibility makes the neutron bomb look like the perfect deterrent. But will it really make Western Europe safe from attack? Why are the 7,000 tactical nuclear warheads now held by US forces in Europe not thought to be sufficient? Those who have analysed the history of the introduction of tactical nuclear weapons into Europe have shown that the decision to do so was forced upon the American Government by the reluctance of Western European states to match the large conventional forces of their own. Safety was therefore sought in superior nuclear weaponry.

However, strategists have become doubtful about the deterrent value of these weapons, because their very destructiveness would make their use on densely populated territory politically unacceptable. The neutron bomb, however, comes in. Only 20 per cent of its energy goes into blast, so that it is less destructive than other nuclear weapons—the blast from the smallest neutron bomb now envisaged is equivalent to "only" 500 tons of TNT—and the radiation it produces is mostly absorbed so that it causes less contamination. The bomb is therefore regarded by perverse logic as "clean" and acceptable for use in defence should conventional forces fail.

This is surely a dangerous illusion. Faced with a sudden

Soviet attack, civilians would not have had time to flee. What would this "clean" bomb do to them? All those within the horizon of the point of detonation will be irradiated. Those close by will suffer something like travel sickness at first, followed after a few days by vomiting, diarrhoea, high fever, coma and death. Those a little further away will be killed within a month or so by damage mainly to their bone marrow and liver. Those further away still may be condemned to varying degrees of chronic illness. All will be liable to suffer damage to their germ-cells that could cripple generations of children not yet conceived or to be regarded as acceptable damage?

The argument that the neutron bomb's possession by the Nato forces would act as a deterrent to Soviet aggression seems to me fallacious because the Soviet forces would quickly acquire their own neutron bombs, so that the bombs would deter Western defence forces as much as they would deter Soviet aggression. It has also been pointed out that once the nuclear threshold is crossed, a battle of neutron bombs is likely to escalate into a general nuclear war. For these reasons, the introduction of neutron bombs into Europe would bring not safety from aggression, but an increase in the terrors of war.

What can Britain do to persuade President Carter not to authorize construction of this latest fearful weapon? The more effective argument would be a reconsideration of Britain's decision to reduce its conventional forces in Europe. The Labour movement traditionally opposes expenditure on defence on the ground that government money should be spent on social services. In principle I sympathize with this point of view, but I doubt if it is the right one in the present situation, because every weakening of conventional forces lowers the threshold to a nuclear holocaust. The weaker Nato's conventional forces, the greater the pressure to bring in more nuclear weapons and the greater the likelihood that in the event of war conventional defence would fail and nuclear weapons would therefore have to be used. If Britain were willing to shoulder a greater part of Europe's defence, it might yet be possible to forestall the introduction of the neutron bomb.

Yours faithfully,  
MAX F. PERUTZ,  
42 Sedley Taylor Road,  
Cambridge,  
September 26.

## Grunwick dispute

From the General Secretary of APEX  
Sir, The suggestion in your report on September 23 that APEX is preparing for withdrawal from the Grunwick dispute is totally contrary to a statement I made to your reporter earlier last week. I then indicated that the current programme set forward by APEX and the TUC would continue until the end of the year.

There has been no pressure on the union from the Government, either directly or through the TUC, in relation to the dispute, since the Secretary of State for Employment established the court of inquiry and appealed to both sides to do nothing to prejudice the outcome of the inquiry. While it is well understood by all knowledgeable observers that Mr Goss favours the continuation of the dispute in the hope that it will affect the electoral chances of the Government, and that this is a major factor in the intransigent attitude of the company and its agents, it is not during the 5 per cent limit on wage increases—not only did her weekly wage rise by almost 50 per cent to £43, but she also saw fit to drop her pro-union position.

Yours faithfully,  
ROY GRANTHAM,  
General Secretary,  
Association of Professional, Executive, Clerical and Computer Staff,  
22 Worpole Road, SW19,  
September 23.

## Policy on education

From the Chairman of Kent County Council Education Committee  
Sir, Peter Hennessy's article of September 22 headed "Study of education ministry's role starts" refers to a feeling among local officials that one effect of siphoning resources could be a need for the Department of Education to play a more direct part in wider policy making and in the setting of priorities within the education system. As the Chairman of an Education Committee which spends more than £133m a year, I see no need at all for this to happen, and I am sure that I speak for many others in the education world when I say that it would be very much regret if it did. This is not to say that the Department cannot play a valuable role in indicating what it sees as the national priorities for its overall development, but there are considerable dangers should it attempt to determine, by specific grant or otherwise, just what the priorities should be for all local authorities in any given year.

Let me take a specific case, that of in-service training. In my particular Authority we have spent and continue to spend a good deal of money on this. It may well be right for the DES to indicate nationally that this should have a higher priority across the board, but equally it is right for us, knowing of our existing provision, to see our own priorities this year in a rather different light, perhaps the edict literacy service and the teacher/pupil ratio, to take only two examples.

Since the needs and expenditure patterns of 108 authorities have taken a different shape because of local and historical circumstances, there is no practical way in which the DES could acquire the necessary local knowledge or effectively vary the detailed prescribed pattern from authority to authority. That is why local government will always remain necessary.

There is at the moment a tendency for the central Government

*The Times* in deliberately leading the report of the court of inquiry 12 hours before it was published, and now publishing statements quite contrary to those that I have made, is appalling. The future livelihood of 91 strikers and the settlement of a year-long dispute is not a subject fit for such shabby treatment. It is time that *The Times* adopted decent publishing standards. Its record in the Grunwick dispute is, to say the least, deplorable.

Mr Robert Moss writes, September 17, claiming that Mrs Annal Parry testified to the Scarman inquiry that she was opposed to the reinstatement of the Grunwick strikers. This is not true.

As his memory is evidently none too clear on this matter, I would remind Mr Moss of some significant parts of Mrs Parry's evidence. Last August, when "only 12" of the 91 strikers, Mr Moss told us, workers walked out, she signed a petition demanding union recognition. She admitted to the inquiry that her basic wage at that time was only £29 for a 35-hour week. Within the space of a few days, during the 5 per cent limit on wage increases, not only did her weekly wage rise by almost 50 per cent to £43, but she also saw fit to drop her pro-union position.

Yours faithfully,  
JOHN ARDEN,  
Gore Road,  
Corranulla,  
Co. Galway,  
Ireland,  
September 23.

## Why indeed

From Mr Gordon Burrows  
Sir, On page 4 of *The Times* of September 20 your Consumer Affairs Correspondent draws attention to a new book *Why the Poor Pay More* published by Macmillan at £8.95; paperback £2.95.  
£8.95 seems an awful lot to pay for a couple of boards. I wonder who can afford it.  
Yours faithfully,  
GORDON BURROWS,  
The Castle,  
Farnham,  
Surrey,  
September 22.

## Future of nuclear power supplies

From Mr F. J. Chapple and Mr J. Lyons

Sir, We read with interest the recent correspondence between Mr P. J. Searby, Secretary of the United Kingdom Atomic Energy Authority, and Paul Sieghart, Joint Chairman of Justice, on the question of nuclear security and civil liberties. This is of course an aspect of the nuclear debate which needs airing: Mr Sieghart fails, it seems to us, to explain why the existence of a number of fast breeder reactors would create any more of a problem in respect of civil liberties than does the present existence of the Ministry of Defence and all its range of activities.

The overriding issue facing us all was spelled out in an earlier letter by Sir Peter Kent, Chairman of the Natural Environment Research Council. Writing on July 4 he said: "There is now a general realization that during the next ten to fifteen years world demand for oil will exceed available supplies and that energy sources must change fundamentally by 1990. It is also becoming recognized that renewable (and so called 'clean') energy resources cannot be developed on a scale sufficient to provide more than a token contribution on this timescale. The main requirements of the civilized world must, in fact, be met by the development of a combination of nuclear reserves and nuclear energy."

If Sir John Hill had written that we could have expected letters of reproof and contumely from Lord Rothschild and the Astronomer Royal in the summer issue, *Cambridge*, the Chairman of the Natural Environment Research Council, his opinion could not be dismissed as an expression of view of the nuclear lobby.

Sir Peter's letter was followed up by one from Professor Ian Fellis, Professor of Energy Conversion at the University of Newcastle upon Tyne, which you published on July 8. He wrote: "The suggestion, however well intentioned, that nuclear power can be abandoned and replaced by alternative sources of energy plus coal is regrettably unrealistic. I frankly wish that this were not the case, but we seem to have almost no room

for manoeuvre. The abandonment of a possibly dangerous but technologically proven energy source will lead to serious energy shortages in the 1990s and the consequent economic and political repercussions could prove as disrupting as a nuclear accident."

That last reference of course puts the question of civil liberties in its proper context, and one which Mr Paul Sieghart overlooked.  
It is remarkable how little interest these two very important letters provoked. The really worrying thing about our present predicament, however, is the failure of the Secretary of State for Energy, Mr Tony Benn, to tell the British people the truth about the real choices we face, and the inescapable need for a major nuclear programme to be organized as urgently as possible. Tony Benn, who can certainly communicate when he wants to, is in a unique position to spell out the facts to the British public.

It is right for there to be a public debate on nuclear power and all that it involves, so that the issues are brought out into the open and discussed. It is not in dispute that we have to proceed with the greatest care. But for the reasons contained in the two letters from which we have quoted above, the time that the debate was put on to a different footing.

It is not a question of whether we shall need a much greater nuclear programme, including a demonstration fast breeder reactor. It is a question of how we shall deal with the problems which the inevitable adoption of such a programme will require us to face up to. If the Secretary of State for Energy will only put the public debate on to that footing it might as well be possible to believe that he is properly discharging his responsibilities to the British people. Yours faithfully,  
F. J. CHAPPLE, Chairman,  
JOHN LYONS, Secretary,  
Electricity Supply Industry Employees' National Committee,  
Stroud House,  
Fox Lane, North, Chertsey, Surrey,  
September 26.

## Dr Cruise O'Brien's defeat

From Mr John Arden  
Sir, If Bernard Levin really sees Dr Conor Cruise O'Brien as a kind of Irish Lot, alone deserving of survival upon the day of destruction, should he not also remember the sentiments of the late A. Hitler in 1945—"The German people have proved themselves unworthy of my destiny..."? The fact is that at this year's general election Mr Cosgrave lost his Government and Dr Cruise O'Brien his seat.

I have been living in the West of Ireland for a number of years: in June I voted against the Government, although I had once worked under Dr Cruise O'Brien at New York University and had formed so high an opinion of his political integrity that I dedicated a play to him. Had I been a resident of his Dublin constituency I would have voted against him personally. The reasons for my change of attitude (which I know from observation and conversation to be shared by many others) were:

(1) the Coalition Government's appalling record upon civil liberties, prison conditions, and police repression;  
(2) the infamous smear campaign put out by the Coalition and subscribed to by Dr Cruise O'Brien, whereby all demands for reform of the above abuses were presented as the aiding and abetting of "subversive terrorism".

Dr Cruise O'Brien's own heavy censorship of the media, television and radio came within his departmental portfolio: but his blatant endeavours to extend his influence upon the press, and thence into a far wider field of literature and art, would have left him no room for rage of even Mr Levin himself, had he lived and worked in Ireland.

None of this has anything much to do with National Unification—an aspiration still enshrined in the constitution and agreed, as a long-term aim, by all major political parties. Repression, on the other hand, is repression is repression... Bernard Levin, as we know, is against it, in South Africa, in Russia, and in all sorts of other places. For him to ask to reimpose Dr Cruise O'Brien, as its most articulate and sophisticated Irish advocate, upon the whole population of the country in contradiction of their expressed democratic wish, is neither consistent nor humane. Has not Ireland suffered enough?

Yours etc,  
JOHN ARDEN,  
Gore Road,  
Corranulla,  
Co. Galway,  
Ireland,  
September 23.

## Candidates' deposits

From Mr Dennis Delderfield  
Sir, In a democracy we should see that different points of view are able to be put to the electorate as long as they have reasonable backing in a constituency. I do not think there should be any increase in the deposit but the number of people nominating a candidate should be increased to 50 voters in the constituency instead of 10 voters as at present.

One argument put forward for increasing the deposit is that a candidate gets a free post facility. Let's do away with the free post rather than increase the deposit, because if a candidate and his supporters have not got the enthusiasm to deliver their election addresses by hand then they cannot be very serious about putting their message across to the voters.

These changes would be fair to all parties and not favour the two main parties as purely increasing the deposit would do, or are the two main parties getting worried by the opposition and want to curtail it?  
Yours faithfully,  
DENNIS DELDERFIELD,  
National Chairman,  
New Britain Party,  
39 Andrews House,  
Barbican, EC2,  
September 25.

## Vatican representation

From Lord Houghton of Sowerby, CH  
Sir, Next to political prejudice religion probably comes a close second. I make no claim to be entirely free of it. I can, however, say this to Mr van Straubenzee (letter, September 24): the question of raising the diplomatic status of our man at the Vatican was and will remain a matter of political judgment. That, quite simply, means giving greater weight to other people's prejudices than to one's own.

Mr Kevin Alban's point (September 26) is sealed by the facts. The Vatican is not a nation-state. Diplomatic representation of the Vatican is representation of the Roman Catholic Church and not of the people and government of the Vatican City. I am, Sir, yours, etc,  
HOUGHTON OF SOWERBY,  
Hounslow, London,  
September 26.

## Attempt to unseat MP

From Mr John C. Sorrell  
Sir, I live in the Chelsea and Kensington constituency and was for many years a member of the local Conservative Association, serving on several committees and also as a member of the Royal Borough Council.

I resigned from the Association, severing all my links with them, after the adoption of Mr Scott in 1974 and subsequently have abstained from voting for him, not because of any ideological reasons (although I hardly sympathize with his views), but rather because of the cynicism he has left his previous constituency for the safe one of Chelsea when it was plainly apparent that another general election would follow very shortly and where he, as the previous Member, obviously stood the best chance of winning back a vital marginal seat for the Conservatives.

This to me is the important difference between this case and that of Sir Nigel Fisher, but nevertheless I am sure that I am not alone in Chelsea in wishing to see a more representative choice as candidate for the next election. Yours faithfully,  
JOHN C. SORRELL,  
3 Chelva Mews,  
Chelsea, SW3,  
September 22.

## 'Crisis at Christmas'

From Mr J. P. Hudson  
Sir, I am amazed to read in your today's issue (September 23) that Mr Neville Beale considers that Mr Nicholson-Sport, Mr Beale's candidate, is "Crisis at Christmas" as one of his examples.

"Crisis at Christmas" is in fact an umbrella fund-raising organization which supports some seven, mostly religious, bodies engaged in providing temporary accommodation and food over the Christmas holidays for down-and-outs. It so happens that the choir, of which I am a member, generally takes part in an Advent carol service in Southwark Cathedral, this service being one of the major fund-raising events for this good cause.

I suggest that unless Mr Beale has been misquoted, he might be amends for what is, morally at least, a form of slander, by making a generous donation to "Crisis at Christmas". Yours faithfully,  
J. P. HUDSON,  
96 Northchurch Road, N1,  
September 23.

## Not cricket

From Mr John Fingleton  
Sir, In reply to Mr A. R. Whitaker's letter of today (September 26), unless, of course, Mr Sport is elevated to the House of Lords?  
Yours faithfully,  
JOHN FINGLETON,  
21 Avenue Mansions,  
Hampstead, NW3,  
September 26.



# How the blue pencil can be blunted

Part 2 of Leo Labedz's article on how censorship works in communist countries

In 1783, Jean Francois de la Harpe wrote about the operation of censorship in France:

"It is this arbitrary authority that has made the censoring of books a fruitless and vexatious inquisition, both in principle and in its results. But how can those who act in this way forget that writers who are refused decent and honest liberty in Paris can, sixty or eighty leagues away, go to any lengths and exceed all limits just because no one has restrained them?"

Things are better controlled now, but the problem still exists. Ever since the denunciation of Stalin by Khrushchev Soviet and East European writers began publishing their works abroad (*Tanizdat*). The outgoing flow is obviously on the increase and so is the incoming flow, in spite of all the efforts to check it.

A secret document about such efforts has reached the West from a separate source. It is the Official Bulletin "C" of the Central Customs Office in Warsaw. Released on February 28, 1976 (after the Helsinki agreement) and marked "confidential", it gives a list of 488 periodicals denied entry into Poland. Signed by the chief customs officer, J. Nowicki, it also deals with the control of magnetic tapes and provides instructions concerning the prevention of the export of "materials that can serve purposes contrary to the interests of the Polish People's Republic".

The list of prohibited journals contains numerous errors, such as the description of Hamburg's liberal-left *Die*

*Zeit* as a "Springer publication", or of my own London quarterly *Survey* as "a monthly published in New York". The net is cast very wide indeed: from the French (totally apolitical) *Mechanique Populaire* to the *Irish Communist*; from *The Jewish Journal of Sociology* to *La Voix Internationale de la Resistance*; from *Nuova Umanita* to *Die Welt*; from *France Dimanche* to *Die Presse*; from *Reader's Digest* to *Der Stern*; from *Life* magazine (which ceased publication years ago) to *Jewish Chronicle*; from Glasgow's *Soviet Studies* to the *Canadian Slavonic Studies*; from the New York monthly *Commentary* to the New York quarterly *Discent*; from London's *Encounter* to Monaco's *Temoignages*; from the radical New York journal *The Minority of One* (rendered as: *The Minority of One*) to the *Jerusalem Post* (rendered as: *Jerusalem Post*).

One can only admire the thoroughness of the Polish censors in weeding out even the most obscure publications (such as the Catholic *Ave Maria* from Buffalo or our pro-Maoist *The Broadsheet*), some of which no longer exist. One is puzzled by the absence of many prominent titles, but there may be other lists and in any case their absence from the list does not necessarily indicate that they are allowed in; the singling out of the *Piper Verlag* and of the *Presse Universitaires de France* as "subject to especially strict control" certainly does not mean that books from other publishing houses are automatically permitted.

The famous French liberal chief-censor between 1750 and 1763, Lamoignon de Malesherbes, insisted that his subordinates (who increased during that period from 79 to 121) had no sufficient qualifications for their offices, and that "a knowledge of Latin together with a smattering of Greek and of elementary philosophy did not make any man capable of dictating the reading of a whole nation". The Polish censors' aim is no less ambitious, but they are far more ignorant (and numerous). None of the documents indicates that any of them may err on the side of liberalism. They seem to be no more knowledgeable, but less broad-minded than the French censor of the ancien régime who reported: "I have read by order of the Chancellor, a work called *The Koran* by Mahomet, and I find nothing in it contrary to religion and morals." There is no room in the elaborate totalitarian censorship of the *postwar* régime for a Malesherbes trying "to seek the remedy not in severity but in tolerance". It is unlikely that there will be the counterpart of the Boulevard Malesherbes in a free Warsaw.

This is not to say that the censors do not have their problems. In fact the evidence strongly suggests that these are on the increase. The abatement of terror inevitably imposed new dilemmas for totalitarian censorship. Their resolution depends on the reactions from below and on the adjustments from above.

The traditional function of totalitarian censorship is to extol the superior's

non-existing clothes, but in Poland the spell is largely broken. The censors make small concessions, allow in exceptional cases limited editions for special audiences, but they cannot adopt Malesherbes' advice to the King: "Tolerate many small abuses in order to avoid the larger ones."

The party authorities fear that writing appetites may prove to be the thin end of the wedge and therefore still instinctively treat any manifestation of independent thought as a mortal danger and regularly counsel against the relaxation of censorship. Soviet journals now stress this openly. *Kommunist* (August 1977, p. 39) stated:

"It is imperative for the organs which form public opinion to have the confirmation that ideological directives and political slogans achieve their aims. The slightest weakening of the 'feedback' principle inevitably detracts from their effectiveness in forming public opinion."

The director of the Polish radio and television, Maciej Szczepanski, was no less blunt at a close meeting of party activists. One of the restricted number of copies of his Leninist speech reached the West:

"Every press system depends on its mandatory power. There is no independent press anywhere in the world. In every political system, the press is an instrument of a given power and of a given class command."

The mitigation of censorship in a totalitarian country depends mainly on

the pressure from below. The relevance of the newly available evidence from the Polish censors' "diaries" kitchen" for the forthcoming Belgrade conference is both clear and urgent. It makes it obvious that the operation of censorship has remained essentially the same, before and after Helsinki. There was never the slightest chance that the communist signatories of the Final Act were prepared to honour their obligations and implement the provisions on the free flow of ideas. The only thing that mattered was that the political opportunity was provided for the legitimization of the internal pressures for relaxation of state controls. This suggests that the actual "agreements" in Belgrade will be less important than the question of whether they would encourage or discourage the internal political processes in the communist countries which offer a prospect of an eventual emergence there of independent public opinion. This is ultimately the only long term political chance for Western security.

The role of censorship is crucial in this respect. Under Stalin, the experienced writers used to say to their colleagues: "If you can—do not think; if you think—do not write; if you write—do not publish." Today the censors face a much more complicated situation; in a country like Poland it is no longer easy for them to impose obligatory perception and uniformity of expression. They can expunge independent views from the mass media, but they cannot suppress them

altogether. It is not just censorship but also self-censorship which is important for the smooth functioning of the totalitarian dictatorship. Its erosion comes first from the fact that an increasing number of people cease to exercise such self-censorship and they are no longer subject to "double-think".

All evidence indicates that communist authorities do not change their censorship practices as a result of international agreements or declarations. If anything the fear of ideological infection induces them to tighten rather than to relax internal control. This, however, is not necessarily effective if they in turn are subject to new pressures from below which are strengthened by the indirect effect of western support for human rights. Western powers cannot achieve their ostensible goals in this field on the high state-relations level alone. The post-Helsinki experience indicates clearly that promises will not be kept. The publication in full of the fascinating collection of the Polish censors' documents will go some way in dissolving any remaining illusions about this. It may also help in elucidating the nature of the wider problem concerned with human rights, both intrinsically and in its relation to western security. The western policy makers may yet realize that the indirect effect of the Final Act may be jeopardized in Belgrade through excessive diplomatic timidity.

Continued

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There is still a tavern in the town

Once more we are reminded that history does repeat itself, the latest example being the current rash of wine bars across London and many other big cities. And the wine bar is, more precisely, simply the revival of the tavern.

The originator of our modern public house—often spoken of as a tavern—was the ale-house, while that selling wine for consumption on the premises was named quite distinctly and legally until 1792 when the distinction was repealed, the tavern.

In 1552 the government instituted the licensing of ale-houses, and encouraged by this official endorsement of freedom the following year introduced the licensing—which meant, in effect, the restriction—of taverns. As the preamble to the Act said: "Great number of taverns had recently been set up in back lanes, corners, and suspicious places within the City of London and divers other towns and villages within the realm" that became "the common resort of misruling people".

As to the restrictions on their number, the City of London—the Tudor City proper of that name, of course—was allowed only 40; and three, four, six or eight were permitted to be licensed by the justices of the peace in 20 large named towns. All taverns outside the limits of boroughs or market towns were suppressed. Although taverns had to be licensed by justices up to these numbers, exceptions were—at a price—made later by the king, and freemen of the Vintners Company of the City of London were given special privileges so as to escape the licensing system.

John Earle, later Bishop Exeter (1601-65), made quite clear the distinction between the ale-house and the tavern in his *Microcosmographie*, published anonymously in 1628 but destined to run through ten editions in his own lifetime, and some of the distinction he then noted might apply equally today: "A tavern is a degree, or (if you will) a pair of stairs above an alehouse, where men are drunk with more credit and apology... To give you the total reckoning of it, it is the busy man's recreation, the idle man's business, the melancholy man's sanctuary, the stranger's welcome, the insouciant man's entertainment, the scholar's kindness, and the citizen's courtesy. It is the study of sparkling wit, and a cup of comedy their book, whence we leave them."

By then, of course, taverns had been in existence for centuries and their history serves to remind us that price control is no new thing in this country. As early as the reign of Richard II price control ordered that "wines of Calcutt, of Osey, and of Spain" as well as Rhine wine should not be sold for more than sixpence a gallon. Yet even under this form of price restraint, vintners in the City of London together with tavern keepers rose to become aldermen and lord mayors.

Price control was evident again under Edward VI, when it was made law that not more than eightpence a gallon should be charged for French wines—and private homes were limited to ten gallons per person per annum.

Taverns achieved their greatest dramatic fame, of course, in the plays of Shakespeare and contemporaries, and if we wish further evidence of soaring inflation and equally soaring consumption of wine turn to Falstaff's bill at the Boar's Head tavern: "A capon, 2s. 2d.; sack, two gallons, 5s. 2d."

But almost all those old, even ancient taverns were burnt in the Great Fire of 1666 and those that escaped have since seen their sites "developed".

One such was the Crown tavern that used to stand on the site of the main entrance to the Bank of England. It was burnt down in the Great Fire, rebuilt, and in the following century it was not unusual to draw a box of Mountain wine, containing 120 gallons, in gills, in a morning.

Ross Wilson







[illegible]







## UK warning over Bill favouring American flag ships for oil imports

By Michael Bailey  
Shipping Correspondent

A scathing attack on growing protectionism in United States shipping was delivered last night by Mr Peter Walters, president of the General Council of British Shipping.

The measure now going through Congress reserving 9 per cent of United States oil imports to American-flag tankers was "just the tip of the iceberg", he said, and if passed would probably be followed by further measures increasing the proportion of protected oil, and spreading the protection to dry cargoes.

Mr Walters was commenting on a unique plea by shippers and shipowners of Europe and Japan urging their governments to oppose the American legislation as harmful both to the

United States itself and to international relations.

According to Mr Walters the measure, which even the White House admits is a "flawed concept", will contravene more than 30 treaties with other countries, and America's commitments under GATT.

It would add considerably to United States domestic costs without making any contribution to its defence needs, he said. It would add to surplus tanker capacity which already exceeded 90 million tons deadweight.

Mr Walters added: "It is extraordinary that a nation which has been so clearly and consistently on the public record for opposing protectionism should now contemplate changing its position so radically."

"This does not bode well for negotiations in various international bodies where the main objective is to reduce or dismantle both tariff and non-tariff barriers to world trade. I very much hope that wiser counsels will prevail."

The shipping measure is proving embarrassing to the American Administration, quite apart from the above considerations; because it is now universally considered to be a "political pay-off" for help from maritime interests in President Carter's election campaign.

There is speculation over the move by Mr John Murphy, who has been piloting it enthusiastically through the House, in unexpectedly asking for the floor debate to be delayed at the end of last week.

## Food manufacturers' chief says low profit margins hit investment

By Patricia Tisdall

An increase in profitability is needed before British food manufacturers will return to a high level of investment, Mr Derrick Hornby, president of the Food Manufacturers' Federation, stated yesterday.

Speaking at the federation's sixth national conference in London, Mr Hornby blamed inflation, fluctuating interest rates and government controls on profit margins for inhibiting new investment.

In real terms investment in the food industry has fallen by around 35 per cent between 1971 and 1976, according to the federation's figures.

Return on capital needs to be raised from its present level of below 15 per cent to somewhere around 25 per cent before there is a return to investment, even in terms of replacing existing assets, he said.

Profit levels, before tax and after interest, at present running at about 4 per cent, would show a "swinging loss" if inflation accounting procedures were used. Even at current prices they had still not reached the 1972 levels.

"There can be no return to a high level of investment, which all that it implies for job creation and customer satisfaction, unless there is a reasonable increase in profitability," Mr Hornby went on.

Many food manufacturers' costs are beyond their direct control. Raw materials account for over half the total average costs for all manufactured food products. Packaging materials represent on average around 10 per cent.

Mr Hornby pointed out that during the 10 months since last January, prices of both tinplate cans and glass containers will have risen by about 20 per cent.

He called for a better understanding by suppliers of pack-



Mr Derrick Hornby. "Agricultural production should be geared to demand."

aging materials of the food manufacturers' problems. He also asked for a reduction in "the burden of legislation" by the EEC as well as at Westminster.

For example, the cost to the industry of replacing some 42.5 million permanently labelled and returnable soft drink bottles to comply with Weights and Measures regulations made in 1975, is estimated at well over £2.5m. "Somehow we must find ways of reducing the burden of bureaucracy," he said.

On Britain's place in the European Economic Community, the federation's view is that any remaining uncertainty about Britain's continuing membership must be ended to enable industry to plan ahead.

## Fife yard to share £20m contract

By Our Energy Correspondent

A deal that will enable a British yard to gain a share in work on the oil production platform for Texaco's Taurus field in the North Sea is thought to have been reached after further talks yesterday between the company and Dr Dickson Mabon, Minister of State at the Department of Energy.

A French yard, UIC at Cherbourg, had originally submitted the lowest tender for the platform work and was favoured to win the £20m order, much to the concern of the Department of Energy in view of the run-down state of the British platform-building industry.

Dr Mabon yesterday met Mr Jim Williams, chairman of Texaco North Sea, Mr Jim Barber, its vice-president, and Mr Tom Correll, managing director of Texaco Ltd. It appears likely that work on the Taurus steel jacket will be shared between UIC and Redpath Dorman Long of Methil, Fife, which submitted the second-lowest tender. Texaco is expected to issue a statement before the end of the week.

There has been a series of talks between the Government and executives from Texaco to ensure that the results of the tenders were compatible. During these discussions it was established that the French bid was £4m lower than that from Redpath, which has no work in hand.

Texaco announced at the beginning of the month that it would spend £250m on developing Taurus—which lies about 115 miles north-east of Aberdeen—through a single four-legged steel platform. Production is due to begin in late 1979 or early 1980 and will build up to a peak of 75,000 barrels a day.

After announcing last month that reserves on the Argyll field might be only two-thirds of the original estimate, the Hamilton Brothers group has discovered a small extension that could add 5,000 barrels a day.

A well just under a mile from the south-western edge of the reservoir was tested at 5,000 barrels a day.

## Lucas aims for component deal with Japan next week

By Clifford Webb

British electrical components could be fitted to Japanese cars exported to Britain and other European countries if the Birmingham-based Lucas group can clinch deals now being negotiated with leading Japanese car manufacturers.

Lucas would not only benefit from sales of equipment to Japanese car factories, but also from the much more profitable after sales market in this country.

Ironically, one of the Japanese companies involved, the Mitsubishi concern which makes Colt cars, is itself a big producer of automotive electronics.

During the recent 11 weeks long strike at Lucas, Mitsubishi stepped in to keep Leyland factories running for a time with alternative supplies. The speed with which it responded was widely interpreted as an attempt to open the way for long-term contracts.

The dilemma facing Mitsubishi is the contrasting needs of its car exports on the one hand, and its electrical exports on the other. Colt cars are very recent arrivals in Britain, and as such have found their sales potential severely restricted by the voluntary Japanese undertaking to keep their car sales here to the present 10 per cent market share.

It, however, it can demonstrate a willingness to offset increased car exports by importing Lucas electronics it will have a much stronger hand in pressing for a bigger market share.

Mitsubishi's United Kingdom importer, Mr Michael Orr, managing director of the Colt Car Company, Cirencester, is playing a leading role in negotiations.

Mr Alan Jacobs, British Airways chief of computer services, said: "The improvement in equipment performance of both our IBM 360 and 370 systems has been excellent... It can be attributed to DPE's attention to regular preventive maintenance and ensuring that intermittent problems are resolved before they interrupt our system operation."

## ERA looking at microprocessor systems

The engineering of microprocessor systems is being investigated by the computers and automation division of the Electrical Research Association, Leatherhead, Surrey, on behalf of 36 clients ranging from Leyland Cars to Frinkley House lighthouse service.

According to Mr Richard Peattie, ERA engineering director, improving technology is making microprocessors easier to use, but there are now more people with fewer skills involved in system design and implementation.

The explosive growth in the use of microcomputers, he adds, is leading to situations in which engineers and managers are forced to take decisions for which they have not been prepared.

Most manufacturers now offer a wide range of development hardware (at prices from about £200 to £10,000). But the ERA specialists say this rapid expansion has not been matched by the software.

One large company has shown that to use the wrong programming language can double the effort needed, while

### Computer news

Inadequate computer facilities can trip it. Among the initial clients for the 12-month ERA project are the British Airports Authority, BBC, British Gas, British Steel, the CEGB, ICI, Plessey and STC.

Effects on users

Three broad aspects of computer use will be discussed at the British Computer Society's Datafair conference which opens in London next Tuesday. These will cover the computer user in a social environment; how new technology will affect the user; and how the user will be affected by the interaction between the state and private industry.

Speakers will include Mr B. Asher, industrial director, NEDU; Mr Ray Atkinson, director, Central Computer Agency; Mr David Fimber, director, National Computing Centre; and Dr S. Jones, chair-

man of the Computers, Systems and Electronics Requirements Board of the Department of Industry.

### PO data plans

The Post Office is examining the prospects for a permanent data communication network which will follow the present Experimental Packet-Switched Service. The follow-on service would also use the packet-switching technique, but would adopt different standards and operating procedures.

Any new service would follow the internationally agreed X25 standards, which are the basis for most packet-switched services being planned at present—including the European Community's European network.

### Airline maintenance

Improved performance of British Airways' IBM computers after the switch from IBM to Data Processing Customer Engineering for maintenance services one year ago, has been reported by the airline.

### Cray for UCS

A Cray-1 computer, about five times as powerful as the large IBM 370/195 or Control Data 7600, is to be added to United Computing Systems' data centre in Kansas City, Missouri, next year. Access from the United Kingdom will be via London United Computing Systems, the UCS subsidiary which was formerly owned by London University.

When operational, UCS claims, the new system will be the most powerful computer available to commercial users anywhere.

Kenneth Owen

## Fewer Co-op outlets but more members

The number of general retail groups trading as part of the Co-operative Society shrank again last year. It was down by eight to 283 because of mergers. According to the report of the Chief Registrar of Friendly Societies, published yesterday, membership of Co-ops went up last year to 10,357,000 from the previous year's 10,346,000. It was the first increase in membership recorded since 1966.

Share capital rose last year to £153.8m, the highest since 1970. Retail sales were £2.28m, a rise of 18 per cent on the previous year, barely offsetting inflation.

\*Report of the Chief Registrar of Friendly Societies 1976 (Part 3), HMSO 85p.

### Interest relief grant rates cut to 11 pc

The Department of Industry yesterday lowered the maximum rate of interest relief grant and interest rates for loans under section 7 of the Industry Act, 1972. The rate of interest relief grant available in those cases where it would be appropriate to allow the equivalent of an interest-free period on a Department of Industry loan, but where companies obtain finance from other sources, is being reduced from 11 per cent to 11 per cent for each interest-free year.

The concessionary rate of interest on loans for projects which create employment is reduced from 8 per cent to 8 per cent.

## LETTERS TO THE EDITOR

### Home loans tax system 'works reasonably well'

From the Secretary-General of The Building Societies Association

Sir, In your issue of September 20, Mr I. D. Morgan suggests that "building societies should issue to all mortgagors certificates of interest paid during each year of assessment, in the same way as banks". He suggests that such a change in the system would result in savings both to the society and to the Inland Revenue.

It is hard to see how the supposed savings would be made as at present societies operate a system of notifying the Inland Revenue direct of all interest paid by their four million borrowers. This is far cheaper than notifying these borrowers direct and then expecting them all to pass on a certificate to the Revenue in order to obtain relief.

Considering that such a large number of borrowers qualify for tax relief on their interest, the system works reasonably well and the borrower gets his relief automatically. Although most of these notifications are produced by computer, there are the inevitable human errors from time to time but these can and should be easily rectified when the society or the Revenue is made aware of them.

Most societies issue a statement of account to their borrowers at the end of their financial year. The interest charged will not be quite the

same as that of the tax year (unless they happen to coincide) but the borrower should be able to check the interest relief given to him from these statements.

Yours faithfully,  
N. E. GRIGGS,  
14 Park Street,  
Mayfair,  
London W1Y 4AL.  
September 21.

From Mr E. M. Parsons

Sir, Having read the comments of Mr Morgan (September 20) and Dr Baker (September 22), it is evident that they do not have a building society which is as practical as mine. While their financial year-end is December 31, the Derbyshire's annual statement sent to its borrowers is co-terminus with the fiscal year to assist tax computations.

Thus in early April, I automatically receive a statement of account showing the amount of interest which has been charged during the fiscal year, and which is then returned to the Inland Revenue.

Surely in these days of computerization, would it not be possible for other societies to follow the Derbyshire's lead?

Yours faithfully,  
EDWARD M. PARSONS,  
26 Pinewood Road,  
Belper,  
Derbyshire,  
September 23.

### Happiness... is sending back your phone bill

From Mrs Lois M. F. Valletta

Sir, Recently I had reason to complain to the Post Office on my preposterous telephone bill for the second quarter in a session. Although I am not supposed to have consumed more than the previous quarter, rather than just looking at it as an ornament in my room, I could not see any justification for a repetition this quarter, made "someone happy" another year. Coupled with the enormous amount of utility bills supposed to have consumed an over-sized cable which, as was never delivered, was supposed to have been cancelled. I telephoned to my local P.O. Office accounts office where very sweet person gave me the following invitation: "If I said this person, 'you are happy with your account, you please send it back to me.' I hardly feel that I should be the only person in the country to take full advantage of such an offer—neither do I have the only consumer to who this invitation is given. I hope there are others who, like myself, are not 'happy' on their accounts and would like to know that the Post Office is ready to hear from them."

Yours truly,  
LOIS M. F. VALLETTA,  
Kear's Farm,  
Mickle Watlop,  
Brockbridge,  
Hampshire, SO20 8EQ.  
September 12.

## Growing interest in timber framed building

From Mr D. G. Worthy

Sir, In an article by David Young (September 16) we read, with concern, the comments as to the continued objections of building societies to timber framed housing.

The increased interest in timber framed housing which is being seen around the country is to be greatly welcomed. It is clear that in terms of insulation, energy conservation and price the timber framed house is now an extremely practical and economic proposition which ought to be given full consideration by all those responsible for new housing developments, small or large.

This federation, representing amongst others the manufacturers of timber framed houses, believes that the case made out for treating this type of house on the same basis as more traditional housing is overwhelming.

It is now three years since an expert panel of the Building Society's Association agreed that timber framed houses ought to be treated by the building societies in exactly the same manner as more traditional houses and they so informed all their members. If there is therefore any form of restriction in this regard, then we believe this must be looked at rapidly.

At a time when it is clearly essential that all methods should be explored for encouraging housing development, any measure that could restrict the use of this proven system must surely be contrary to the interests of the public.

Yours faithfully,  
D. G. WORTHY,  
Director,  
British Woodworking Federation,  
82 New Cavendish Street,  
London, W1M 8AD.  
September 19

## House purchase and the multiple agency problem

From Mr John A. Bailey

Sir, Having read the various correspondence about the Scottish method of house purchase, I would respectfully point out that some of the points raised are already covered by the English system, but little used because of possible outcomes and preference. It is well known that contracts for the sale or other disposition of land must be evidenced in writing (Law of Property Act 1925, section 40), thus making it possible for parties to exchange a note or some memorandum with the necessary ingredients and obtaining the security at present being discussed. This, in my opinion, is often quite rightly not done without the assistance of a solicitor.

In the recent boom period contracts were, in many cases, exchanged very quickly with staff in solicitors' offices carrying out searches personally at local authority offices.

The practice mentioned by Mr Graziani (August 2) is similar to the memorandum used in auction particulars, which in some cases is signed by the parties or their agents where a sale has been agreed prior to the sale as auction or a sale by private treaty after the property has failed to reach its reserve at auction, thus being an enforceable contract and meeting the requirements of section 40; the point being that the machinery is there to be used if required but the present system is preferred by the public and other advisers.

I feel that these legal questions must not be viewed in isolation from other differences between the two systems. Perhaps the greatest being the multiple agency in the South it is quite often the case that six agents may be instructed to sell the same property and it may be argued that the English system, owing to this phenomenon, covers a wider market, creating far more competitive pressure. It is also worth adding that

agents tend to subvert where they know another agent has received direct instructions, on the basis that his commission is better the same. This, of course, increases the pressure.

This consumer-created situation leads to problems which quite often the agent is best placed to solve. For example an applicant might receive particulars from one particular agent and view the property for the first time, but on arrival be informed that the property has been sold subject to contract. The agents not involved in the sale negotiations may not have been informed.

If the applicant is desperate he may offer, say £200,000, putting everyone in an awkward position, to cross the property.

(a) The vendor could sell the first buyer who immediately makes a quick profit if he so wished.

(b) The question of a next agent valuation could arise under the multiple agency system unless the agent is a market price rather than the benefit of the profit to the purchaser.

While I deplore the system of gaumping, I feel that the best way to alleviate this problem is by more expertise in the field of valuation and stable times I feel that this is considerably improved and being in preference to many legal restrictions. I would further submit that the Scottish system is rather restrictive, not allowing the experts to be exposed to competitive market conditions due to the normal practice of only one agent or solicitor being involved.

I would reiterate that the English system can provide a quick exchange of contracts if this is required.

Yours faithfully,  
JOHN A. BAILEY,  
Barnfield,  
Crowthorne,  
Sussex.  
September 21.

## Curbing property development

From Mr W. Leggatt Robinson

Sir, Sir Maurice Laing (September 19), complains about the "restrictive actions" taken by successive governments against the property developer, and in this respect he compares Britain unfavourably with the United States and Canada.

Yet in the latter countries he admits that "You see buildings going up when they've already apparently got enough building of that kind already" and "There is more office space to let in downtown Vancouver than there is in the whole of London and yet they are still building."

"Restrictive actions" would therefore appear to be well advised.

Yours faithfully,  
W. LEGGATT ROBINSON,  
Sunfold,  
Lewins Road,  
Gerrards Cross,  
Buckinghamshire SL9 8SA.  
September 19.

## County and District Properties Limited

Extracts from Report and Accounts to 31 March, 1977.

Gross income £1.57m—up 106%.

Revenue after tax £.32m—up 105%.

Dividend 12%—792p per share (1p).

Earnings per share 2.80p—up 85%.

Shareholders' funds £10.9m (109p)—up 60%.

Major funding completed in July, 1977.

All short-term debt repaid—substantial facilities available.

New projects in hand and under consideration.

Copies of full Report and Accounts may be obtained from The Secretary, 46 Green Street, London W1Y 3JF.

## Davy

### New Levels of Performance, Size and Strength

Highlights from the Annual Statement by Sir John Buckley, the chairman, for the year ended March 31st, 1977:

	1977	1976
■ Work done	£329m	£306m
■ Profit before tax	£18.8m	£10.4m
■ Earnings per share	30.9p	19.2p
■ Order book at 30th June	£1,157m	£733m

■ An active year for the company. Start of new year no less so.

■ Order rate was good; profits and cash flow showed marked improvement.

■ These together with two successful mergers have taken the company to new levels of performance, size and strength.

■ Dramatic economic change throughout the world still continues and may even quicken.

■ With change comes opportunity—Davy is organised to respond.

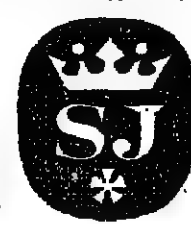
■ The basis for success will continue to be adaptability, management enterprise and keen application of all in the company. Davy has these qualities in full measure.

■ Order books exceed £1,000 million.

Copies of the Report and Accounts can be obtained from The Secretary, Davy International Ltd., 15 Portland Place, London W1A 4DD.



an international engineering and construction organisation serving the world's oil, chemical, petrochemical, plastics, synthetic fibres, fertilisers, mining and minerals, iron and steel, non-ferrous metals, coal, nuclear, gas, water treatment, effluent and pollution control and other process industries; designers and manufacturers of rolling mills and auxiliaries, rolls, forging and extrusion plant, special control systems, cranes, hoists and mechanical handling systems and a wide range of custom-built machinery for the metals and other industries.



## SPEAR & JACKSON INTERNATIONAL LTD

### Tools for industry, house and garden.

	1977	1976	1975
6 months to June	6 months to June	12 months to Dec.	
Turnover	£000	£000	£000
Pretax profit	21,128	16,795	37,932
Earnings per share	1.07	378	1,411
Gross dividend per share	8.5p	3.0p	11.5p
	5.417p	2.43p	11.35p

Interim report from the Chairman, Stephen de Bartolomé:

"Progress in the first half year has been up to our expectations. For the full year I repeat what I said in my review for 1976 'we shall be very disappointed if the profits for 1977 do not materially exceed those for 1976'."



BY THE FINANCIAL EDITOR

## A potent brew for security markets

arrive the gilt market of a new long-dated stock and have the managing director of an International Monetary Fund pour compliments on the state of the economy and you have the basis for a potent reaction security markets—however weak the amnesty from Fisons.

Overseas buying of gilts may not, in fact, have been any stronger yesterday than on the days last week—albeit that the authorities are reckoned to have added at least 100m to the reserves. But the fact remains that at any time when the very short end of the money market, yields in the London market still look relatively attractive.

What the authorities will do next remains matter of conjecture. For the moment, there are few around the market who see much reason for the authorities to attempt to peg the long end of the market until the yield on high coupon "longs" falls at least further half point, to around 11 per cent, great deal obviously depends, however, on only on how the market behaves over the rest of the week but, presumably, on how the authorities assess the impact of stimulative measures this autumn on the money supply/inflation rate and investor confidence.

Meanwhile, those who have been complaining about the unnecessarily high yields on which the Government has been issuing long-dated securities might care to turn their attention to rates of interest on National Savings. Labour MPs were among the first to criticise the building societies last night for not lowering the mortgage rate by more than 1 per cent.

Yet one of the reasons the building societies did not cut their rates more widely is that they wished to hold their investment rate slightly above the 9 per cent National Savings Investment account rate at takes effect on October 1. This latter rate, though it will be coming down from 10 per cent, still looks dear for relatively short-term funds given that the authorities are now raising five-year money in the gilt market at 8.7 per cent.

Villis Faber

### Improving despite sterling's strength

fter a mixed bag of results so far share dealings among insurance brokers had been showing signs of flagging but Willis Faber's figures provide abundant evidence that mainstream broking business continues to flourish despite sterling's strength. Its 26 per cent rise to £10.8m pre-tax at the interim stage was well up to stock market expectations and brought renewed vigour to the sector.

Inflation must account for a large slice of the 20 per cent income improvement to £0.8m, but like most other British broking uses WF is still seeing particularly buoyant conditions overseas. In the United States which now accounts for perhaps as much as 40 per cent of total business underwriting is continuing to provide strong premium growth. American reinsurance and liability business being routed through to the 'yid's' market are still proving particularly attractive.

WF has proved then that even without the exceptional exchange gains that boosted last year's profits more than 60 per cent it can still hold on to a strong growth track, though further sterling strength could on start to have a negative effect on suits.

Assuming a stable pound, WF looks set to close to £21m for the full year compared with last year's £16.3m. The added attraction of a low-yielding sector lies in the fact that the group, as a stock market newcomer, free from dividend restraint. A 15 per cent increase at the interim stage seems to suggest a cautious approach, but the shares yesterday's 15p spurt to 30p seem to be fully reflecting the possibilities on a relatively higher p/e ratio of more than 12.

The plight of the holders of Anglo-Wellish Investment Trust (Continuation's) undated warrants has caused some deep thinking by the trust's manager, Leopold Joseph. But, having taken legal advice, it is clear that Leopold will be bound by the fine print of the warrant issue documents—that is that holders of the 150,000 warrants will be able to exercise their subscription rights at any time before the liquidation resolution is passed. As things stand, the repayment per ordinary share will be less than the 80p subscription price of each warrant, so warrant holders will get nothing if the

scheme is approved at tomorrow's shareholder meeting.

Warrant holders have argued forcibly that the choice of timing as to conversion belongs only to the warrant holders and the removal of this right without compensation is morally indefensible. In answer Leopold Joseph is now sending an explanatory letter to warrant holders, pointing out that any compensation would have to be agreed by 100 per cent of the ordinary shareholders, and it would be asking too much to expect them to give part of their entitlement to those who had speculated on the chance that the market price would exceed the option price. Yet undated warrants should enjoy greater conversion flexibility than fixed term stocks and the arbitrary excision of that flexibility still leaves the issue in doubt.

Fisons

### Looking for contra-cyclical earnings

Fisons is a classic example of a company whose concerted push for growth on the back of successful product developments worked wonders for its share price while earnings were showing a strong upwards trend. Come the slowdown, however, and the shares are shunned by everyone in sight and that is exactly the punishment that has been meted out to the company over the last couple of years with its shares lagging some way behind the rest of the market.

In the 1970-75 period the sharp recovery in the United Kingdom fertilizer market after the setbacks of the late 1960s provided Fisons with the cash flow it needed for research and development which luckily came up trumps in the pharmaceutical field with Intal, whose rapid penetration of overseas markets took over when fertilizers tailed off.

Over the past 18 months, however, all sides have atrophied and Fisons efforts to develop the agrochemicals business as a



Mr George Burton, chairman of Fisons.

new growth point have yet to pay off with the same degree of success—which explains why the group was happy to pay generously for Gallenkamp to turn the scientific equipment division into a useful contra-cyclical asset to fertilizers.

As it is, results for the six months to the end of June are well below the worst outside expectations with pre-tax profits down £1.8m to £8.5m. Fertilizers are of course the running sore, and profits shrank from £4m last year—already only half what the division earned in the early 1970s—to only £201,000.

Fisons is still complaining bitterly about the price advantage ICI enjoys because of its advantageous contract with the Gas Corporation and although government pressure could still be brought on ICI to raise prices that will not help Fisons in the second half.

Even so, another increase in June will mean that prices ruling in the second-half will be around 14 per cent higher and despite the seasonally worse period the group is looking for a fairly sharp recovery for the rest of the year. Elsewhere, agrochemicals whose profits have marked time at £3.1m was also disappointing with growth in new products like Norton only just enough to offset the effect of bad weather conditions on the commodity herbicides. Still, a reversal in the traditional seasonal earnings pattern should enable Fisons to reach £19m for the year with Gallenkamp's four month contribution chipping in a further £2m, against last year's £1.6m. Even so, ignoring the deferred tax boost, earnings of around 35p a share implies no growth for a couple of years so despite yesterday's bear closing to leave Fisons 2p higher at 350p the shares have only trading attractions.

A new round has begun in the jolly knockabout wealth tax contest. On my left, those strongly in favour—the TUC, the Labour Party, Dr Jeremy Bray, Labour MP for Motherwell and Wishaw; Mr John Berger, the Inland Revenue Staff Federation (in an entirely selfless and disinterested way, of course); and now Mr John Pardoe, MP and the Liberal Party\* for which he is spokesman on economic affairs.

On my right, those against—the 1975 Wealth Tax Select Committee (some of them); all the national heritage groups (passionately); the Government (provided it can keep its own supporters happy without one); and now the Confederation of British Industry.\*\*

You might be forgiven for wondering why this solemn debate should persist after a select committee and two years ago consumer masses of time and paper pondering the problem for the alleged benefit of the nation. One answer is that the select committee failed to agree, divided along strict party political lines and, in the end, provided no less than five reports, the received party versions and one extremist position thrown in for good measure and to prevent you from falling asleep.

One other conceivable answer is that there is an important principle involved: that the proposed switch from income, profits and capital gains as tax bases to that of personal net assets (which is what is meant by "wealth") is a serious social and/or economic importance; that it could be the tool of "redistribution", so transforming Britain into an economically successful, classless, egalitarian and therefore superior desirable nation.

That is apparently the Liberal view, although the Liberals also advocate much more—a transfer of the burden of taxation from income to expenditure; a payroll tax to replace the group insurance contribution; unification of different taxes; a credit system to give everyone a guaranteed minimum income; self-assessment; excisions tax in place of capital transfer tax; abolition of stamp duty; a new and decentralised system of local government finance; indexation of the whole system;

and, oh, while we are about it, let's have a wealth tax too, shall we?

Most other European countries have one, so why not us? You see, people have been discouraged from using their wealth "to its most productive potential" because we leave unproductive wealth untaxed! All that represents a breathless ambitious programme and at present rates of progress would take about 15 years to implement. Most of the assorted ingredients are familiar and have been the subject of debate recently, which may be why Mr Pardoe does not feel the need to argue any of them in depth.

To state, as he does, that an "accession to the world's wealth distribution of...wealth among a greater number of people" without conceding that should be so, is unimpressive.

As to wealth tax, it is difficult to take seriously a case resting on such simplistic and naive propositions—that a wealth tax would stop people from tying up the odd £30,000 in Rolls-Royces. Mr Pardoe fails to address himself to the wealth tax counter-arguments marshalled in the select committee evidence and report and now presented by the Confederation of British Industry.

There is, in particular, the threat to private business, created by the inevitable withdrawal of working capital from existing high rates of capital taxation on death; the fallacies of the redistributive theory;

the administrative burden of collection; the valuation problems; and the damage that would be done to business incentive and risk taking.

Mr Pardoe believes that there is in Britain a dangerously low birth rate of small companies, but fails to recognize that under a wealth tax fewer such companies would ever be conceived.

The problem is mainly one of cash flow. Successful businesses are often taxed at 83 per cent, leaving £17 in the £100 for wealth tax. Where would this class of entrepreneur find the cash for new ventures?

There must be a severe problem where rates of return on capital are low, in for example farming because of relatively high land values and throughout the smaller format of business development. This is the stage which makes a significant contribution to national productivity and employment.

These are the classes of business already under threat from capital transfer tax.

Mr Pardoe would presumably reply that he is arguing for substitutive wealth taxation as a means of reducing other taxes. He justifies wealth tax on the grounds that these reductions would become politically possible if a wealth tax were brought in, implying that such reductions could then be sold to the Labour Party.

Here Mr Pardoe is out of date. So many workers are themselves now under such pressure from higher rate

income taxation that they need no sweeteners to concede a reduction.

Anyway, substitutive taxation may sound attractive in theory, but such is the persistent search for sources of additional national revenue that in practice it rarely works. The reduced or abolished taxes tend to reappear under new labels in the following year's Budget speech. A wealth tax could never produce sufficient yield to permit any significant reduction in the rate of income tax, so why substitute a new and expensive tax for a relatively well-established one?

None of these counter-arguments is conclusive, but any political party with serious claims to have formulated its taxation policies must be aware of them and be ready with a reply.

You can also make out a case for a wealth tax which exempts productive assets, but then there is also an overwhelming case for the similar exemption of national heritage assets—pictures, houses, books, outstanding land, the art treasures whose survival in Britain is also indisputably at risk. There is also a case for exemption of domestic residences, public service pension rights, government stocks and what-have-you.

In fact, the special pleading for exemption soon begins to embrace every class of asset which might conceivably be caught.

The Liberal Party document neglects to mention these basic problems. It baldly asserts the need for a wealth tax on wealth above £50,000, a low threshold

which at present inflation rates would bring in almost everyone who owns the equity of redemption in his house, enjoys pension rights and has a bob or two in savings.

Why? Why on earth seek to introduce a whole new broad based tax, which clobbers almost everyone, when most of us are baffled and reeling from the multigigorous taxes we have already got? We need less, not more.

The only possible conclusion is that Mr Pardoe and all who advocate wealth taxes believe that a knock-the-rich formula will win votes from all those who have not got £50,000 and that this is therefore a recipe for political success.

Such opportunism deserves to fail and it surely will. The British electorate are not that daft and new taxes are not now a prescription for popularity. The Tories are on to a better electoral bet in promising overall drastic tax rate reductions, without bothering too much about varying the small print.

But the most attractive promise any political party might make now is to offer to address itself not to the creation of new taxes, but to the more efficient management of the present tax system, fast becoming one of the sacred cows of Britain.

Our Tax Inspector (like policemen) used to be wonderful but are so no longer. The methods adopted for the legislation of tax law in the Commons are manifestly inadequate. This year's Finance Bill debates serve as sufficient example.

The process of assessment and collection is wasteful, complex, unjust and causing widespread grievances; the capacity of the subject to redress those grievances by appeal also needs to be improved, as a recent case shows. A politician who tackled these awkward topics would become a folk hero overnight.

Mr Pardoe has a little time left. So far he has produced only an interim abbreviated report for debate at the Liberal Assembly in Brighton. His final report will be completed after and in the light of that debate, so he still has a chance to secure wedding fame...

\* Incentive Taxation, The Liberal Party, 25p.  
\*\* Wealth Tax: The Industry View, CBI, £1.00.

## Wealth tax: suggestions too naive to be taken seriously?

Oliver Stanley discusses some of the proposals

contained in the interim report on

taxation to be presented to this week's

Liberal Assembly at Brighton and

prepared by a committee under the

chairmanship of Mr John Pardoe, MP

John Huxley

## The construction industry's export build-up falters

OVERSEAS CONSTRUCTION WORK BY BRITISH COMPANIES  
(£m CURRENT PRICES)

	Total value of new contracts in the year ended:				Total value of work done in:				Total value of work outstanding at:			
	March 31 1974	March 31 1975	March 31 1976	March 31 1977	March 31 1974	March 31 1975	March 31 1976	March 31 1977	March 31 1974	March 31 1975	March 31 1976	March 31 1977
Europe	62	164	151	57	72	89	77	166	230			
Asia	235	559	599	78	161	389	216	817	833			
Africa	138	258	431	115	127	228	144	202	580			
America	54	72	83	82	62	84	33	54	56			
Oceania	75	70	99	57	55	74	121	134	180			
World total of which:	554	1,223	1,433	369	467	875	591	1,253	1,659			
EEO	8	41	16	11	21	25	15	38	31			
Middle East (in Asia and Africa)	211	531	586	82	148	386	198	558	788			

\* Provisional  
Source: Trade and Industry

countries last year, more than 20 companies and 73 per cent to only six. The indications are that this pattern will again be evident in the 1976-77 figures.

In recent years the Department of Trade's Construction Exports Advisory Board, established in 1975, has strenuously tried to improve its overseas performance, but it has discovered that the winning and completing of contracts is becoming increasingly difficult.

Despite expansion in Africa, Latin America, Asia and Australasia, the development programmes of the newly-rich Middle East States still offer the best opportunities. In 1975-76 the region was the source of about £570m worth of new

work and estimates suggest that between 55 and 60 per cent of capital spending in the region is accounted for by construction. But the fast pace of construction in the area has slowed somewhat from what it was a year or two ago and it will continue to do so.

The Middle East has become a highly competitive market too. The international standing of British contractors and consultants remains high, but the challenge from other nations has intensified. Some rivals are traditional—Western European countries, for example, who are building on an established presence to compensate for a slump in domestic demand, like Britain. Others are heavyweight newcomers.

South Korea, in particular, has had enormous success in the Middle East, picking up an estimated £3,000m worth of contracts in the past two or three years. There have been reports that the Koreans have been undercutting on tenders by as much as 25 per cent, helped by hefty foreign currency concessions from the Korean Government and by their ability to mobilise their own regimented workforce on overseas construction sites—when other nations, like Britain, have to face the problems of recruiting, housing and directing indigenous or, more probably, imported labour.

British companies have also found themselves required to work within a harsh contractual framework. Despite unpredictable local inflation rates, fixed price contracts are the norm. Financially burdensome and politically sensitive unconditional guarantees have to be provided.

Continuing discussions are being held with the Export Credits Guarantee Department to investigate ways in which risk cover can be provided for contractors, especially those

involved in large, multi-discipline "jumbo" projects. Industry and government representatives are now examining the issue in conjunction with Bank of England officials.

Little wonder, then, that small and medium-size companies trying to break into the overseas market have found the guidance offered by agencies like the EECI.

The rewards may be alluring, but the risks are many. They were illustrated recently by the experience of Tarmac, a company with wide overseas experience, which announced the provision of £12m against expected losses on two big Nigerian contracts.

As Mr Iain Ross, director of EECI, explained: "Conditions in, say, Nigeria and Saudi Arabia are horrendous enough for someone who has been getting his knees brown for 20 years. Let alone someone who has never before been east of Weymouth."

The harsh physical and commercial environment must be added the complexities of different cultures, currencies, customs, laws, bureaucratic processes and political immponderables and of labour shortages, transport bottlenecks and scarcity of materials.

Teaming up with an indigenous company of long-standing and integrity obviously helps, but success remains far from easy.

Mr George Hazell, deputy chairman and managing director of Taylor Woodrow, made the point recently: "It's simply no good for some company executive to go 'jetting in' on news of a contract, making a few calls and then go jetting out. Much of our business has depended on a process of building up confidence, and mutual trust, which is quite clearly something that cannot be done overnight."

Our quotations are well read.

Everybody likes being quoted in The Times particularly public companies. If you are not quoted, telephone Patrick Hildry for details on 01-337 1234 extension 7506, or write to him at Times Newspapers Limited, New Printing House Square, Gray's Inn Road, London WC1X 9EZ.

THE TIMES  
BUSINESS NEWS

## Business Diary: Saleswomanship at the WI • Volvo and Gyllenhammar

ost retailers are glad that the value of their shares goes up in line with inflation. But the Women's Institute market stall societies creased their sales last year—just over 22 per cent, compared with an inflation rate of 17 per cent.

Nearly half of the £1.7m total is generated by 10 big cities out of the 84 registered in the United Kingdom.

This threat to the pride, if not the profits, of the high street has emerged yesterday from a Chief Registrar of Friendly Societies, whose annual report notes that the increase in a value of Co-op retail societies' sales was only 18 per cent.

The registrar's report also includes a special review of the retail insurance societies that really are lost in the shadow of the giant Co-operative Insurance Society with its £183m year premium income. That is a pretty varied bunch, the first being the Agricultural General Insurance Company, registered in 1908 and largely in motor insurance. Its premium income in 1976 was £38,000.

Then there are Cornish Fish Vessels Insurance and the Shing Vessels Co-operative Society, both of which cover members for loss of vessels and equipment. The

second one is the bigger, with a membership of 146, including 117 individuals.

Be keepers can turn to an affiliate of the British Beekeepers' Association, which provides cover for losses such as those from bee diseases.

Pehr Gyllenhammar, president of the Volvo motor group, is paying a lightning visit to London today, not to discuss car deals but the publication of his book, *People at Work*, which deals with the role and nature of leadership in modern industry.

With this Gyllenhammar moves into the realms of the philosophy of management, although for once it is a book grounded in experience.



Volvo's Pehr Gyllenhammar: what's his line?

be lucky if the questioning during his short stay here does not range rather more widely. He will, no doubt, be asked how he plans to lead Volvo out of its present problems, sales being static in the first half of the year and pre-tax profits down 204m kroner (£24m) from 346m kroner.

Volvo's sluggish profitability seems to have been one reason behind the breakdown last month of the proposed merger between the motor company and the car and lorry maker, Saab-Scania.

\* Addison-Wesley, £5.95.

Those who remember the international motor racing successes of Jaguar 20 years ago—the D-type won the Le Mans 24-hour race three times—will note with sadness Leyland Cars' decision to withdraw its two Jaguar 5.3-litre coupes from this year's European touring car championship.

Money, apparently, has been no object in trying to reestablish Jaguar as a force to be reckoned with in the status-symbol world of racing (some observers reckon Leyland has spent more than £1m, but that is unconfirmed) yet the two cars have been disappointing on almost every outing.

Leyland's motor sport department denies that the continuing poor financial state of the company has caused the withdrawal. Bad luck, in the form of punctures and spins, is blamed for the cars' bad performance and the company admits that their prospects in the past three rounds of the championship, France and Spain are not good.

Being beaten by slower BMWs does nothing to boost the Jaguar's image.

Meanwhile, the Jaguar racing team of Derek Bell, Andy Rowse, John Fitzpatrick and Tim Sherrin, all successful international drivers, have been freed from their contracts which are due to expire at the end of the year.

The Jaguar racing venture was launched with a fanfare at the start of 1976, but it was not until the autumn that the cars first raced. Their last appearance was this month at Silverstone when, Leyland spokesman said, they clearly had "massive public support".

The company said that it will continue with the rest of its motor racing activities and announce its 1978 programme at the end of the year. The racing Jaguars, however, "will not figure in future competitions".

John A. Young is likely to emerge as the chief executive of Hewlett-Packard, the California electronics company, probably next May.

This is when the company's cofounder, William R. Hewlett, will reach 65 and it is thought, relinquish the chief executive's job, although remaining as chairman of the executive committee.

Hewlett is meanwhile handing over his presidency and role as chief operating officer to Young, an executive vice-president and director for the past three years.

David Packard, Hewlett's cofounder, is already 65 and comfortably announced as chairman of the board, a position he shows no sign of relinquishing. Hewlett and Packard, who

had both been electronics students at Stanford University, California, founded their business in nearby Palo Alto. For the first time since 1939 the two grandfathers of the American electronics business will be handing over day-to-day running of their company to somebody else.

Young, who is 45, joined in 1958 via the approved route, having just received his master's degree from the Stanford Graduate School of Business. He is likely to be in this country early in the new year, when he and Hewlett or Packard will pay a visit.

The company employs 1,100 people here, mostly in sales and servicing, but a factory at South Queensferry, near Edinburgh, which employs 200 is Hewlett-Packard's world headquarters for the design and manufacture of telecommunications test equipment. Last year 85 per cent was exported—much of it to the United States.

Another cheerful economic indicator: In the first six months of this year the British imported, and then drank or laid down, some 3.4 million bottles of champagne, half as many more than in the same period of last year. And Britain retains its position as number one customer for champagne.







### Authorized Units, Insurance & Offshore Funds

56.77				
Low	Offer Trust	Bid	Offer	Yield
	Suez & Transport Group.			
21	St Helen's EOP 3-P.		01-564	8.89
3	181.0 Insurance Bond	115.0	121.7	..
1	163.9 Gilt Paid	116.1	125.4	..
9	122.4 Prop Fund 30:	122.9	140.7	..
	Schroder Life Group.			
	Foreign Income Portfolio		07-475	8.33
1	105.8 Bond 12:	120.7	116.1	..
2	105.7 Fixed Inc 12:	135.2	145.3	..
6	84.7 Flexible Fund 12:	127.0	144.4	..
3	134.6 Equity Fund 12:		125.3	..

[illegible]

3	100.4	Income	124.7	144.0	..
3	121.2	International	126.9	133.0	..
<b>Newcastle Widows Fund &amp; Life Assurance</b>					
1	500	Edinburgh, Ellis St	631-533	0400	
1	100.0	Life Policies	101.8	101.8	..
1	66.0	De-Series 12	66.1	101.5	..
<b>Solar Life Assurance Limited.</b>					
Headoffice, London EC2 4AD.					
1	100.0	Solar Managed 4	125.2	124.9	..
1	100.0	De Property	87.7	102.9	..
1	59.0	De Equity	59.0	102.9	..
1	100.0	De Series 1st	119.4	102.9	..
1	100.0	De Cash	99.0	104.1	..
<b>Solar Managed 4</b>					
1	100.0	Solar Managed 4	125.2	124.9	..
1	100.0	De Property	87.7	102.9	..

[illegible]

100	Devised Int	106.0	101.4	..
104	Fixed Int-Inst	110.2	114.3	..
105	Fixed Int-Inv	114.3	118.4	..
106	Fixed Int-Act	114.3	118.4	..
107	Inv Income	116.0	116.2	..
108	Prm Rad Inv	116.0	116.0	..
109	Prm Rad Act	116.0	116.0	..
110	Inv Income	116.0	116.0	..
111	Prm Rad Inv	116.0	116.0	..
112	Prm Rad Act	116.0	116.0	..
113	Inv Income	116.0	116.0	..
114	Prm Rad Inv	116.0	116.0	..
115	Prm Rad Act	116.0	116.0	..
116	Inv Income	116.0	116.0	..
117	Prm Rad Inv	116.0	116.0	..
118	Prm Rad Act	116.0	116.0	..
119	Inv Income	116.0	116.0	..
120	Prm Rad Inv	116.0	116.0	..
121	Prm Rad Act	116.0	116.0	..
122	Inv Income	116.0	116.0	..
123	Prm Rad Inv	116.0	116.0	..
124	Prm Rad Act	116.0	116.0	..
125	Inv Income	116.0	116.0	..
126	Prm Rad Inv	116.0	116.0	..
127	Prm Rad Act	116.0	116.0	..
128	Inv Income	116.0	116.0	..
129	Prm Rad Inv	116.0	116.0	..
130	Prm Rad Act	116.0	116.0	..
131	Inv Income	116.0	116.0	..
132	Prm Rad Inv	116.0	116.0	..
133	Prm Rad Act	116.0	116.0	..
134	Inv Income	116.0	116.0	..
135	Prm Rad Inv	116.0	116.0	..
136	Prm Rad Act	116.0	116.0	..
137	Inv Income	116.0	116.0	..
138	Prm Rad Inv	116.0	116.0	..
139	Prm Rad Act	116.0	116.0	..
140	Inv Income	116.0	116.0	..
141	Prm Rad Inv	116.0	116.0	..
142	Prm Rad Act	116.0	116.0	..
143	Inv Income	116.0	116.0	..
144	Prm Rad Inv	116.0	116.0	..
145	Prm Rad Act	116.0	116.0	..
146	Inv Income	116.0	116.0	..
147	Prm Rad Inv	116.0	116.0	..
148	Prm Rad Act	116.0	116.0	..
149	Inv Income	116.0	116.0	..
150	Prm Rad Inv	116.0	116.0	..
151	Prm Rad Act	116.0	116.0	..
152	Inv Income	116.0	116.0	..
153	Prm Rad Inv	116.0	116.0	..
154	Prm Rad Act	116.0	116.0	..
155	Inv Income	116.0	116.0	..
156	Prm Rad Inv	116.0	116.0	..
157	Prm Rad Act	116.0	116.0	..
158	Inv Income	116.0	116.0	..
159	Prm Rad Inv	116.0	116.0	..
160	Prm Rad Act	116.0	116.0	..
161	Inv Income	116.0	116.0	..
162	Prm Rad Inv	116.0	116.0	..
163	Prm Rad Act	116.0	116.0	..
164	Inv Income	116.0	116.0	..
165	Prm Rad Inv	116.0	116.0	..
166	Prm Rad Act	116.0	116.0	..
167	Inv Income	116.0	116.0	..
168	Prm Rad Inv	116.0	116.0	..
169	Prm Rad Act	116.0	116.0	..
170	Inv Income	116.0	116.0	..
171	Prm Rad Inv	116.0	116.0	..
172	Prm Rad Act	116.0	116.0	..
173	Inv Income	116.0	116.0	..
174	Prm Rad Inv	116.0	116.0	..
175	Prm Rad Act	116.0	116.0	..
176	Inv Income	116.0	116.0	..
177	Prm Rad Inv	116.0	116.0	..
178	Prm Rad Act	116.0	116.0	..
179	Inv Income	116.0	116.0	..
180	Prm Rad Inv	116.0	116.0	..
181	Prm Rad Act	116.0	116.0	..
182	Inv Income	116.0	116.0	..
183	Prm Rad Inv	116.0	116.0	..
184	Prm Rad Act	116.0	116.0	..
185	Inv Income	116.0	116.0	..
186	Prm Rad Inv	116.0	116.0	..
187	Prm Rad Act	116.0	116.0	..
188	Inv Income	116.0	116.0	..
189	Prm Rad Inv	116.0	116.0	..
190	Prm Rad Act	116.0	116.0	..
191	Inv Income	116.0	116.0	..
192	Prm Rad Inv	116.0	116.0	..
193	Prm Rad Act	116.0	116.0	..
194	Inv Income	116.0	116.0	..
195	Prm Rad Inv	116.0	116.0	..
196	Prm Rad Act	116.0	116.0	..
197	Inv Income	116.0	116.0	..
198	Prm Rad Inv	116.0	116.0	..
199	Prm Rad Act	116.0	116.0	..
200	Inv Income	116.0	116.0	..
Trident Life, 1452 2nd St				
100	Devised Int	106.0	101.4	..
104	Fixed Int-Inst	110.2	114.3	..
105	Fixed Int-Inv	114.3	118.4	..
106	Fixed Int-Act	114.3	118.4	..
107	Inv Income	116.0	116.2	..
108	Prm Rad Inv	116.0	116.0	..
109	Prm Rad Act	116.0	116.0	..
110	Inv Income	116.0	116.0	..
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115	Prm Rad Act	116.0	116.0	..
116	Inv Income	116.0	116.0	..
117	Prm Rad Inv	116.0	116.0	..
118	Prm Rad Act	116.0	116.0	..
119	Inv Income	116.0	116.0	..
120	Prm Rad Inv	116.0	116.0	..
121	Prm Rad Act	116.0	116.0	..
122	Inv Income	116.0	116.0	..
123	Prm Rad Inv	116.0	116.0	..
124	Prm Rad Act	116.0	116.0	..
125	Inv Income	116.0	116.0	..
126	Prm Rad Inv	116.0	116.0	..
127	Prm Rad Act	116.0	116.0	..
128	Inv Income	116.0	116.0	..
129	Prm Rad Inv	116.0	116.0	..
130	Prm Rad Act	116.0	116.0	..
131	Inv Income	116.0	116.0	..
132	Prm Rad Inv	116.0	116.0	..
133	Prm Rad Act	116.0	116.0	..
134	Inv Income	116.0	116.0	..
135	Prm Rad Inv	116.0	116.0	..
136	Prm Rad Act	116.0	116.0	..
137	Inv Income	116.0	116.0	..
138	Prm Rad Inv	116.0	116.0	..
139	Prm Rad Act	116.0	116.0	..
140	Inv Income	116.0	116.0	..
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143	Inv Income	116.0	116.0	..
144	Prm Rad Inv	116.0	116.0	..
145	Prm Rad Act	116.0	116.0	..
146	Inv Income	116.0	116.0	..
147	Prm Rad Inv	116.0	116.0	..
148	Prm Rad Act	116.0	116.0	..
149	Inv Income	116.0	116.0	..
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151	Prm Rad Act	116.0	116.0	..
152	Inv Income	116.0	116.0	..
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165	Prm Rad Inv	116.0	116.0	..
166	Prm Rad Act	116.0	116.0	..
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187	Prm Rad Act	116.0	116.0	..
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191	Inv Income	116.0	116.0	..
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193	Prm Rad Act	116.0	116.0	..
194	Inv Income	116.0	116.0	..
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196	Prm Rad Act	116.0	116.0	..
197	Inv Income	116.0	116.0	..
198	Prm Rad Inv	116.0	116.0	..
199	Prm Rad Act	116.0	116.0	..
200	Inv Income	116.0	116.0	..
Trident Life, 1452 2nd St				

[illegible]

4	224.00	Wm. Brown, ..	57.12	22.28
5	125.00	Scott Fnd 400 ..	25.00	..
6	60.00	Wm. Brown Fnd 40 ..	25.58	..
7	52.42	Prize Fnd 400 ..	90.44	..
8	75.22	3 Wm. Fnd 400 ..	117.00	..
9	46.22	Wm. Brown Fnd 40 ..	69.00	..
<b>Thompson Lumber Co., Ltd.</b>				
1	3,000.00	Equity ..	1,000.00	2,000.00
2	125.00	Equity Fnd ..	220.00	..
3	250.00	Paid Int Fnd ..	183.90	..
4	11.75	Property Fnd ..	12.00	..
5	100.00	Equity Fnd ..	120.00	..
6	94.00	Interest Fnd ..	94.00	..
7	307.00	Managed Fnd ..	240.00	247.00
<b>Western Insurance.</b>				
1	100.00	Capital ..	300.00	200.00
2	25.00	Equity ..	20.00	..
3	25.00	Equity Fnd ..	195.00	..

7.7	Inv Fnd	..	162.2	..
7.7	Prop Fnd	..	7.1	..
7.7	Mutual Master	..	96.7	..
<b>Offshore and International Funds</b>				
<b>Arbitrage Securities U.S. Ltd.</b>				
Box 207, St. Peter, Jersey	..	10.34	721.7	..
7.0	50.0 Capital Inst	117.0	110.0	1.71
7.0	50.0 Eastern Inst	117.0	119.0	..
<b>Arbitrage Securities (Jersey) Ltd.</b>				
Box 207, St. Peter, Jersey	..	10.34	749.0	..
7.3	50.7 Europ'n Star Int	94.9	96.7	2.48
<b>Arbitrage Securities International (Ch) Ltd.</b>				

[illegible]

0	200.0	De Sitas (3)	220.0	222.0	1.00
L'Airia Bullock Ltd.					
02		London, E.C.2.	01-263		1.00
02	5.85	Bullock Park	5.85		1.00
02	1.00	Edinburgh, Fife	1.00		1.00
02	27.0	Camden Lvy	27.0		2.18
02	10.0	Div Charge	10.0		2.18
02	1.94	N.Y. Venture	1.94		2.18
Chapman & Japhet,					
02		London, E.C.2.	01-263		2.00
02	26.00	Adridge	26.10		5.70
02	44.50	Adverba	45.00		5.70
02	40.30	Fordale	41.00		5.70
02	51.00	Adverba	51.00		5.70
02	33.50	Risnapo	34.00		5.70
van Cusem & Associates,					
New York, N.Y.					
02			01-263		40.45

00	62.90	Pan Am O'case	..	87.41	..
<b>Corahall Insurance (Guernsey) Ltd</b>					
00	187	St Julians Ctr	St. Peter's, 11	Guernsey	..
00	187	St Julians Ctr	St. Peter's, 11	Guernsey	..
<b>First General Unit Managers</b>					
00	20	Mk. 2, Ballbridge	Dunlop 4	London	..
00	32.4	Mk. 121 Unit 1	12.0	86.6	1.28
00	116.2	De Unit 2	149.8	152.3	8.30
<b>Hambrun (Guernsey) Ltd</b>					
00	58	St. Peter's Ctr	St. Peter's, 11	Guernsey	0481 2821
00	82.5	Channel 10	157.3	146.7	3.30
<b>ICI Samuel (C) Trust Co</b>					
00	63	St. Helier, Jersey	..	0534 2537	..
00	72.6	Channel 10	121.7	128.3	2.28
<b>Kayward Bermuda Management Ltd</b>					
00	10	Box 100, PO Box 100	Hamilton 5	Bermuda	..

Kilowatt Benson Ltd.			
Perthshire Street E.C.3	10-23	8000	
N. 885.00	Eurowest Lux F	1.72	3.45
44.2	Guerney's Inc	6.28	2.98
1.2	Accum	1.08	1.08
97	0.21 KB Var R	9.36	1.40
4	0.32 KB Int Pd	8.78	1.20
32	15.66 KB Gap Pd	34.51	2.50
13	10.31 KB Gap Pd	34.51	2.50
2.8	4.08 Signal Berns SCS	4.37	1.68
<p>KB act as London Parking charges only</p> <p>20.10 Unlincs (D.M.) 19.15 20.20 9.00</p>			
Lumon Investment Management Ltd.			
George St. Douglas, J.M.		Dunelm 4693	
1.3	26.7 Int Income	13.5	1.50
1.9	26.7 Growth (M)	13.5	1.50
M & F. Greas			

99	Quincy Tower Hill, RICHMOND	01-626	4,598
98	69 Island Pond St	212-2	2,358
97	134 W. 42nd St	212-2	2,358
96	134 W. 42nd St	212-2	2,358
95	134 W. 42nd St	212-2	2,358
94	134 W. 42nd St	212-2	2,358
93	134 W. 42nd St	212-2	2,358
92	134 W. 42nd St	212-2	2,358
91	134 W. 42nd St	212-2	2,358
90	134 W. 42nd St	212-2	2,358
89	134 W. 42nd St	212-2	2,358
88	134 W. 42nd St	212-2	2,358
87	134 W. 42nd St	212-2	2,358
86	134 W. 42nd St	212-2	2,358
85	134 W. 42nd St	212-2	2,358
84	134 W. 42nd St	212-2	2,358
83	134 W. 42nd St	212-2	2,358
82	134 W. 42nd St	212-2	2,358
81	134 W. 42nd St	212-2	2,358
80	134 W. 42nd St	212-2	2,358
79	134 W. 42nd St	212-2	2,358
78	134 W. 42nd St	212-2	2,358
77	134 W. 42nd St	212-2	2,358
76	134 W. 42nd St	212-2	2,358
75	134 W. 42nd St	212-2	2,358
74	134 W. 42nd St	212-2	2,358
73	134 W. 42nd St	212-2	2,358
72	134 W. 42nd St	212-2	2,358
71	134 W. 42nd St	212-2	2,358
70	134 W. 42nd St	212-2	2,358
69	134 W. 42nd St	212-2	2,358
68	134 W. 42nd St	212-2	2,358
67	134 W. 42nd St	212-2	2,358
66	134 W. 42nd St	212-2	2,358
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48	134 W. 42nd St	212-2	2,358
47	134 W. 42nd St	212-2	2,358
46	134 W. 42nd St	212-2	2,358
45	134 W. 42nd St	212-2	2,358
44	134 W. 42nd St	212-2	2,358
43	134 W. 42nd St	212-2	2,358
42	134 W. 42nd St	212-2	2,358
41	134 W. 42nd St	212-2	2,358
40	134 W. 42nd St	212-2	2,358
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6	134 W. 42nd St	212-2	2,358
5	134 W. 42nd St	212-2	2,358
4	134 W. 42nd St	212-2	2,358
3	134 W. 42nd St	212-2	2,358
2	134 W. 42nd St	212-2	2,358
1	134 W. 42nd St	212-2	2,358

<b>Other Health &amp; Co.</b>					
Miles St	Caldwell, Tol.	0824	ACT-94		
..	5711 Conn	104.7	116.5	..	
..	Case's D Bar	99.9	74.6	7.7	
..	Commodity Tel	119.0	116.1	..	
..	Manx Ex Fed	98.5	93.5	..	
<b>Texas GK's</b>					
<b>Fresh Place, Gibraltar</b>					
..	112 S Main	106.5	117.5	5.00	
..	7.5 Key City Inv	97.9	114.9	..	
..	37.4 Warrall Fund	92.5	96.3	..	
<b>Property Growth Overseas</b>					
<b>Irish Town, Gibraltar</b>					
..	100 Dollar Int	\$ ..	96.51		6108
..	100.00 Sterling Fund	I ..	118.14		..
<b>Have &amp; Prosper International</b>					
..	37 Broad St, St Boller, Jersey	0024	00291		
..	9.49 Dollar Fed Int	S ..	10.25	8.81	

4.29	12.94	Int'l Amercan	24.22	..
4.40	17.84	Int'l Eastern	24.73	..
4.41	17.84	Int'l America	24.73	..
4.42	17.84	Soporo	24.74	..
4.43	11.17	Channel Gap	122.40	0.81
4.44	64.7	Channel Units	143.8	..
4.45	108.7	Commodity	122.0	..
4.46	89.3	St Fixed Int	118.1	11.29
Schroeder Life Group,				
Surprise House, Portsmouth,			6705	27.38
International Funds				
4.47	108.4	Equity	103.5	110.2
4.48	107.9	Equity	110.9	118.0
4.49	107.0	Fixed Int	136.1	164.2
4.50	101.5	Fixed Int	101.2	107.7
4.51	109.0	Managed	119.5	127.9
4.52	101.8	Managed	106.0	111.3

	Saratoga (Jersey) Ltd.	6534	7968
Rox F9	St Helier, Jersey		
100	100% Copper Index Tot	7.78	1.26
100	100% Copper Index Tot	36.64	..
100	100% Copper Index Tot	8.73	3.93
	Saratoga Trust Managers Ltd.		
Airhol	St Douglas, IOM.	6524	2394
2.2	94.8 The Silver Trst	100.8	102.9 ..
	Tyndall Group (Bermuda),		
Rox 129A	Hamilton, Bermuda,		
70	Ocean Divers	1.19e	6.80
100	No Accuracy	1.63	..
100	3 War Int (40)	2.40	2.52 ..
	Tyndall Group (Jersey).		
Lt Moute St	St Helier, Jersey.	6534	2394
3.2	86.0 Jersey Num Fund	118.2	124.6 ..

00	10.00	0 Accr Start(1)	8.55	100	..
00	7.00	Do Accr(2)	9.50	100	..
00	6.00	Do Accr(3)	10.45	111	10.70
00	5.00	Do Accr(4)	11.40	122	..
00	4.00	Do Accr(5)	12.35	133	..
00	3.00	Do Accr(6)	13.30	144	..
00	2.00	Do Accr(7)	14.25	155	..
00	1.00	Do Accr(8)	15.20	166	..
00	0.00	Do Accr(9)	16.15	177	..
00	0.00	Do Accr(10)	17.10	188	..
00	0.00	Do Accr(11)	18.05	199	..
00	0.00	Do Accr(12)	19.00	200	..

\* Not available to the general public. \* Excludes the following days: 1) Cash value for \$100 premium, 2) Estimated yield, 3) Yield before Jerry's periodic premium, 4) Yield before Jerry's periodic premium, 5) Monday, 6) Tuesday, 7) Wednesday, 8) Thursday, 9) Friday, 10) Saturday, 11) Sunday, 12) Monday, 13) Tuesday, 14) Wednesday, 15) Thursday, 16) Friday, 17) Saturday, 18) Sunday, 19) Monday, 20) Tuesday, 21) Wednesday, 22) Thursday, 23) Friday, 24) Saturday, 25) Sunday, 26) Monday, 27) Tuesday, 28) Wednesday, 29) Thursday, 30) Friday, 31) Saturday, 32) Sunday, 33) Monday, 34) Tuesday, 35) Wednesday, 36) Thursday, 37) Friday, 38) Saturday, 39) Sunday, 40) Monday, 41) Tuesday, 42) Wednesday, 43) Thursday, 44) Friday, 45) Saturday, 46) Sunday, 47) Monday, 48) Tuesday, 49) Wednesday, 50) Thursday, 51) Friday, 52) Saturday, 53) Sunday, 54) Monday, 55) Tuesday, 56) Wednesday, 57) Thursday, 58) Friday, 59) Saturday, 60) Sunday, 61) Monday, 62) Tuesday, 63) Wednesday, 64) Thursday, 65) 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## Recruitment dossier

# ECONOMIC COMMUNITY OF WEST AFRICAN STATES (ECOWAS)

## Staff Vacancies

Applications are invited from suitably qualified candidates for the following posts in the Secretariat of the Economic Community of West African States (ECOWAS), Lagos, Nigeria

### A. EXECUTIVE SECRETARY'S OFFICE

1. Principal Officer

### B. ADMINISTRATION DEPARTMENT

1. Director of Administration
2. Principal Officer (Administration)
3. Senior Officer (Administration)

### C. FINANCE DEPARTMENT

1. Director of Finance
2. Chief Accountant
3. Senior Accountant

### D. LEGAL DEPARTMENT

Post: Director

### E. DEPARTMENT OF TRADE, CUSTOMS, IMMIGRATION AND MONETARY MATTERS

1. Director
2. Principal Officer (Trade)
3. Principal Officer (Customs)
4. Principal Officer (Immigration)
5. Senior Officer (Trade)
6. Senior Officer (Customs)
7. Senior Officer (Immigration)
8. Senior Officer (Money & Payments)

### F. DEPARTMENT OF TRANSPORT, TELECOMMUNICATIONS AND ENERGY

1. Director
2. Principal Officer (Transport)
3. Principal Officer (Telecommunications)
4. Principal Officer (Energy)

### G. DEPARTMENT OF INDUSTRY, AGRICULTURE AND NATURAL RESOURCES

1. Director
2. Senior Officer (Agriculture and Natural Resources)
3. Senior Officer (Industries)

### H. DEPARTMENT OF ECONOMIC RESEARCH

1. Director
2. Principal Officer (Data)
3. Principal Officer (Projects)
4. Principal Officer (Special Duties)
5. Senior Officer (Data)
6. Senior Officer (Special Duties)

#### QUALIFICATIONS:

Candidates should possess a good University degree or Professional qualification in any of the following disciplines which must be relevant to the posts they are applying for:

Economics (specialising in Financial Management, Financial Analysis, Project Evaluation, Industrial Planning and Development), Statistics, Social Sciences, Business Administration, Public Administration, Mathematics, Operational Research, Law, Agriculture, Agricultural Economics, Engineering or allied disciplines, Transport and Accountancy.

They should, in addition, have considerable and relevant post-qualification experience. Working knowledge of both English and French languages will be an added advantage.

#### DUTIES OF DIRECTORS

The appointee will head an appropriate department of the Secretariat and will be responsible, under the general supervision and control of a Deputy Executive Secretary, for initiating policies and programmes bearing in mind the overall policies of the Community, ensuring that policies relating to his department are implemented efficiently and with despatch; and for the day-to-day administration of his department. He shall, in particular,

be responsible for the general supervision and control of the employees in his department; the co-ordination of the activities of all divisions/sections of the department, control of expenditure in the department and offering advice on all issues relating to the department.

#### DUTIES OF PRINCIPAL OFFICERS

The Principal Officer will head a Division and will be responsible to the Director of his department for the effective and efficient running of his Division.

#### DUTIES OF SENIOR OFFICERS

He will be head of a section and will be responsible to the Principal Officer of his Division, assisting him in the performance of his duties.

#### SALARIES

- (1) Director ..... (D1: US\$22,335-US\$24,830)
- (2) Principal Officer, Chief Accountant, ..... (P4: US\$16,684-US\$19,618)
- (3) Senior Officer ..... (P3: US\$14,091-US\$18,105)

#### CONDITIONS OF SERVICE

Conditions of Service include fringe benefits like Education

Grant for four children; Dependency Allowance and other appropriate fringe benefits.

#### METHOD OF APPLICATION

Six copies of application with six copies of detailed curriculum vitae of the applicant stating date and place of birth, nationality, past and present employment and academic and employment history with dates, current basic salary, allowances, etc.; photo-stat copies of certificates and testimonials, names and addresses of two referees who are not relatives; should be addressed to the:

EXECUTIVE SECRETARY,  
ECONOMIC COMMUNITY OF WEST AFRICAN STATES,  
P.M.B. 12745, LAGOS, NIGERIA.

not later than 30th September, 1977. Envelopes should be clearly marked at the top left hand corner "ECOWAS application for employment".

#### ACKNOWLEDGEMENT AND INTERVIEW

Only applicants considered suitable for employment will receive acknowledgement and invitations to attend interviews.

A. D. OUATTARA  
EXECUTIVE SECRETARY

### Appointments Vacant



### General Merchandise Manager

(Male or Female)

Selective Marketplace is a new company which runs special offers for The Sunday Times and The Times. We require a high calibre Merchandise Manager (male or female) to complete our team.

Ideally you will be a graduate with several years' successful experience dealing with fast moving consumer goods and a knowledge of the market of consumer durables. Possession of a marketing advertising direct mail qualification will be helpful.

We offer a salary in excess of £4,000 p.a., generous holidays and the benefits associated with a large company.

Please write, giving full career details, to:  
The Employment Manager, Times Newspapers Limited  
200 Gray's Inn Road, London WC1X 8EZ.

### TAKING STOCK OF YOUR CAREER?

WE CAN HELP YOU TO:  
IMPROVE your career prospects  
START a new or 2nd career  
CHANGE your job  
COPE with redundancy  
Whatever your age or position consult the leading Guidance organisation.  
CAREER ANALYSTS  
90 Chancery Place, W.1.  
01-435 5432 (24 hrs.)

### CLERKS

Long/short term clerical work available now in S.W.1. 3 and 7 areas. Only people over 18 with some commercial experience should apply.

Ring Manpower,  
930 0044

### The Law Society

## Solicitor-Legal Aid

Birmingham

Applications are invited from solicitors for the Legal Aid post of Deputy Local Secretary, in Birmingham.

The salary range is £4,552-£7,519 per annum. Commencing salary may be above the minimum depending on personal qualities, age and general experience.

There are good prospects of promotion to higher grade appointments. The terms of service include a contributory superannuation scheme, regular increments and four weeks' annual leave.

Write in confidence (by 5th October) giving full details of experience, employment record, present salary and date available to: The Secretary-General, The Law Society, 113 Chancery Lane, London WC2A 1PL.

### GENERAL VACANCIES

RUSSIAN TRANSLATORS, full-time/ part-time, technically qualified translators, English into Russian/Russian into English; excellent rates; required by international organisations. Please send C.V. and letter giving full details to Box 2507 J, The Times.

### GENERAL VACANCIES

EXPERIENCED GIRL OR TEACHER over 21 for French family living in Central London in home after two girls 8 and 9. From 8 p.m. until 10 p.m. Monday to Friday. No salary but free board and lodging (private room and bathroom). References essential. Please ring 011 370 6590.

### JUDY FARQUHARSON LTD.

### INDUSTRIAL RELATIONS ADVISER

Qualifications and experience required for Industrial Relations Adviser. Salary £7,000-£10,000.

### CONSUMER MARKET RESEARCHER

With good experience in consumer market research, packaging, advertising, statistics and statistics, etc. for London based firm. Salary £25,000.

17 Stratton St., W.1.

JFL RECRUITMENT CONSULTANTS

### CITY MONEYBROKERS

have vacancies for male or female

### TRAINEE BROKERS

AGE 20-30

Successful applicants will be offered a salary and bonus structure in line with the City. Telephone: Miss O'Connor on 01-235 5153

### MANAGEMENT

Progress branch of leading employment agency based in central London. The successful person will be a graduate with a degree in Management Studies. The successful person will have a minimum of 3 years' experience in a management position. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

Ring 734 0017

### Pathfinders offer the following positions available now:

#### FILM PRODUCER

We are looking for a person with a background in film production to help us produce a series of films. The successful person will have a minimum of 3 years' experience in film production. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

#### ADVERTISING MAN

We are looking for a person with a background in advertising to help us produce a series of advertisements. The successful person will have a minimum of 3 years' experience in advertising. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

#### PATHFINDERS 629 3132

#### ADVERTISING, PR, FILMS, MUSIC AND T.V.

And we are looking for a person with a background in advertising, public relations, film production, music and television to help us produce a series of advertisements, public relations, film production, music and television. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

#### PATHFINDERS

25 Bedford Street, W.1 (near Oxford Circus)

### ADMINISTRATORS

#### GRADUATES

#### SECRETARY/PA's

#### TOP TEMPS

#### PHONE US

# RECRUITMENT DOSSIER ALSO APPEARS ON PAGES 8, 9, 10 and 11

For your next move...  
£6,000 plus Appointments  
appear every Friday

For details or to book your advertisement  
ring

01-278 9161 or Manchester 061-834 1234

01-278 9161 or Manchester 061-834 1234

### GENERAL VACANCIES

#### EARN YOURSELF A GOOD CHRISTMAS

Industrial work in Victoria and London. Good pay and conditions. Please send C.V. and letter to Box 2507 J, The Times.

Ring Manpower, 930 0044

### MARKET RESEARCHER

One of the best Market Research Agencies in the world. The successful person will have a minimum of 3 years' experience in market research. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

### NARROWS

MANAGER/ESS for a small business. The successful person will have a minimum of 3 years' experience in management. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

### A LEVEL TRAINEE

for a City business. The successful person will have a minimum of 3 years' experience in a City business. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

### GENERAL VACANCIES

#### NEGOTIATOR SOUGHT BY

European Commission. The successful person will have a minimum of 3 years' experience in negotiation. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

### SECON ROMAY ORGANIZATION

Recruitment for a small business. The successful person will have a minimum of 3 years' experience in recruitment. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

### CONFIDENTIAL

Leave Secretary for a small business. The successful person will have a minimum of 3 years' experience in secretarial work. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

### WELL EDUCATED

individuals for a small business. The successful person will have a minimum of 3 years' experience in a small business. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

### GENERAL VACANCIES

#### EXPORT PRODUCT MANAGER

for a small business. The successful person will have a minimum of 3 years' experience in export product management. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

### MANAGER/ESS or other senior

position for a small business. The successful person will have a minimum of 3 years' experience in management. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

### SPANISH-SPEAKING

individuals for a small business. The successful person will have a minimum of 3 years' experience in a small business. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

### LEGAL APPOINTMENTS

for a small business. The successful person will have a minimum of 3 years' experience in legal work. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

### FINANCE & ACCOUNTANCY

#### OPENING at all levels in the

Public and Educational Appointments. The successful person will have a minimum of 3 years' experience in finance and accountancy. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

### Public and Educational Appointments

The Textile Institute - Chief Education Officer. The successful person will have a minimum of 3 years' experience in education. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

### University Appointments

The University of Manchester. The successful person will have a minimum of 3 years' experience in university work. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.

### Experimental Office

The successful person will have a minimum of 3 years' experience in experimental work. Salary £10,000-£12,000 p.a. plus bonus. Please send C.V. and letter to Box 2507 J, The Times.



# Stepping Stones—Non-Secretarial—Secretarial—Temporary & Part Time Vacancies

## LA CREME DE LA CREME

### THE PRINCESS GRACE HOSPITAL Nottingham Place, W.1 ADMINISTRATIVE ASSISTANT/SECRETARY

Is required for the administration of this new Private Hospital, recently opened by N.S.H. Princess Grace of Monaco. The successful candidate will be a first class professional with a good knowledge of the hospital environment and a desire for job involvement and a challenge. This post would be a full time position with a salary of £20,500 p.a. with highly commensurate benefits.

Tel: Miss Howell, 01-487 5237 or 485 8274

### EXPANDING W.1. LITIGATION SOLICITORS

require  
3 Shortland Secretaries

Preferably with legal experience.  
Salary to £3,500 a.w.e.  
Over 8 weeks holiday. L.Vs.  
Lunchroom. Fringe benefits.  
Interesting work and friendly staff.

Telephone 01-580 8821  
Reference M.P.T.

### SECRETARY/ P.A.

One of the Partners in the West End office of a long established firm of Chartered Surveyors requires an experienced, well educated Secretary/P.A. aged 25 to 30. Salary £2,500 p.a. plus share in the profits. Free BUPA cover, 40p L.Vs and 4 weeks holiday.

Please ring 01-236 7894  
for further details.

### MANAGING DIRECTOR

Of Overseas Company requires an experienced PERSONAL SECRETARY, interesting and varied work involving with overseas and English clients.

Salary £2,800 approx.

Please telephone:  
487 4856/4849

### INVENTIONS £4,000

This money could be yours if you are a top class, experienced secretary aged between 27 and 40, in a newly created job as a Secretary to the Financial Director, Plots of interests in the City of London. Working hours 9.30 to 5.30. Excellent salary and benefits. Please telephone: 01-236 7894

### FINANCIAL MARKETING CONSULTANT KNIGHTSBRIDGE

Requires a Secretary/Assistant aged 25 to 30, with a degree in Finance, Marketing or Business Studies. Excellent salary and benefits. Please telephone: 01-236 7894

### STEPPING STONES

PICK OF THE WEEK  
£3,200 NEG + BONUS

No one to teach this job. The candidate will be responsible for the day to day running of the company. Excellent salary and benefits. Please telephone: 01-236 7894

### JAYGAR CAREERS 730 5148

### SECRETARY

Someone with accounts background, well qualified with good shorthand skills. Excellent salary and benefits. Please telephone: 01-236 7894

### MANAGING DIRECTOR

Of Research Company requires a Secretary/P.A. with a degree in Finance, Marketing or Business Studies. Excellent salary and benefits. Please telephone: 01-236 7894

### MUSIC BUSINESS SECRETARY/P.A.

Managerial Director of Music Business Company requires a Secretary/P.A. with a degree in Finance, Marketing or Business Studies. Excellent salary and benefits. Please telephone: 01-236 7894

### VICE-PRESIDENT

Needs Secretary/P.A. to deal with personal enquiries mainly with the company's own office. Excellent salary and benefits. Please telephone: 01-236 7894

### CHAIRMAN

Of Overseas Publishing Company requires a Secretary/P.A. with a degree in Finance, Marketing or Business Studies. Excellent salary and benefits. Please telephone: 01-236 7894

### SECRETARY/PA

Working for Director of Company requires a Secretary/P.A. with a degree in Finance, Marketing or Business Studies. Excellent salary and benefits. Please telephone: 01-236 7894

## SECRETARIAL

### P.A./SEC/DRIVER

needed by young Director of 27, aged 27, with a degree in Finance, Marketing or Business Studies. Excellent salary and benefits. Please telephone: 01-236 7894

### JAYGAR CAREERS 730 5148

### SECRETARY/PA

This advertisement which appeared recently in La Creme de la Creme brought over 20 telephone enquiries. 7 applicants were interviewed and 3 shortlisted for the Client.

The Client was delighted and now has the PA/Sec/Driver he needs!

If you want results like this...

Phone THE TIMES Appointments Team

ON

01-278-9161

## NON-SECRETARIAL

### adventure

An interview for an experienced Secretary/P.A. with a degree in Finance, Marketing or Business Studies. Excellent salary and benefits. Please telephone: 01-236 7894

### EXPORT LIAISON EXECUTIVE

Starting £3,000-£4,000 p.a. for Headquarters of highly successful export company. Excellent salary and benefits. Please telephone: 01-236 7894

### TO WORRIED BOSS

Learn work staff in no time. Excellent salary and benefits. Please telephone: 01-236 7894

### RECEPTIONIST

Residential Club with 100 bedrooms, in W.1. requires a Receptionist. Excellent salary and benefits. Please telephone: 01-236 7894

### RECEPTIONIST

Residential Club with 100 bedrooms, in W.1. requires a Receptionist. Excellent salary and benefits. Please telephone: 01-236 7894

### PERSONAL ASSISTANT

for a young Director of 27, aged 27, with a degree in Finance, Marketing or Business Studies. Excellent salary and benefits. Please telephone: 01-236 7894

### PERSONNEL

for a young Director of 27, aged 27, with a degree in Finance, Marketing or Business Studies. Excellent salary and benefits. Please telephone: 01-236 7894

### PROJECT ASSISTANT

for a young Director of 27, aged 27, with a degree in Finance, Marketing or Business Studies. Excellent salary and benefits. Please telephone: 01-236 7894

### QUICK THINKING G.P.

for a young Director of 27, aged 27, with a degree in Finance, Marketing or Business Studies. Excellent salary and benefits. Please telephone: 01-236 7894

### TELEVISION

for a young Director of 27, aged 27, with a degree in Finance, Marketing or Business Studies. Excellent salary and benefits. Please telephone: 01-236 7894

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This Employment Consultancy advertises regularly in The Times because it gives a "consistently high calibre response".

### JAYGAR CAREERS 730 5148

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### GROUP CO-ORDINATOR AND SECRETARY

£2,250 p.a. + Commission  
Here's a chance to really use your first class secretarial skills in an interesting and demanding environment. You'll become heavily involved with travel companies, liaison with guests and the smooth running of our busy reception facilities. There are free meals and excellent benefits.

### PUBLIC RELATIONS AND SALES SECRETARY

£2,600 p.a.  
You'll be joining the enthusiastic team running our press, public relations and sales department. There is an opportunity for someone with a good knowledge of the travel industry to join our team. We are looking for a person who is enthusiastic, energetic and has a good knowledge of the travel industry. There are free meals and excellent benefits.

PERSONNEL: ROYAL LANCASTER HOTEL, LANCASTER, LANCASHIRE, LONDON, W2 2TY. Tel: 01-262 6737.

### LEGAL LUXURY RECEPTIONIST/ SECRETARY

£3,500  
A luxurious surrounding to what you get in return for your services. You'll be working in a beautiful, modern, and well equipped office. You'll be working for a young, successful, and well known firm. There are free meals and excellent benefits.

PERSONNEL: ROYAL LANCASTER HOTEL, LANCASTER, LANCASHIRE, LONDON, W2 2TY. Tel: 01-262 6737.

### PERSONAL SECRETARY

British Museum Publications Ltd.  
A company wholly owned by the trustees of the British Museum. For details and an application form apply to Miss Lefevre, British Museum Publications Ltd., 6, Bedford Sq., London WC1S 3BA. Tel: 01-235 1254.

### AUDIO SECRETARY/ ASSISTANT

We are looking for an organised and efficient secretary to assist a producer and deal with the day to day running of the company. Salary will be within £2,500-£3,500 per annum inclusive of supplement and London weighting. Contact the Personnel Manager, The Law Society, 115 Chancery Lane, London WC2A 1PL. Tel: 01-404 1231.

### BILINGUAL DIRECTOR'S SECRETARY/P.A.

Someone in a bilingual position in a busy office. Excellent salary and benefits. Please telephone: 01-236 7894

### Work with Top Management in Berkeley Square

Particularly interesting post at the commercial M.C. of a leading company. Excellent salary and benefits. Please telephone: 01-236 7894

### Ready for More Responsibility

at around £3,750  
Married with 2 children. Excellent salary and benefits. Please telephone: 01-236 7894

### SPANISH? To £3,300

We have a busy and varied post for a Spanish speaking secretary. Excellent salary and benefits. Please telephone: 01-236 7894

### WINE MERCHANTS

Buy Sales Director of small wine merchant. Excellent salary and benefits. Please telephone: 01-236 7894

### INTERNATIONAL ORGANISATION

Seek career-minded person to join our international organisation. Excellent salary and benefits. Please telephone: 01-236 7894

### SECRETARY FOR PROFFESION

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### INFORMATION/PUBLISHING

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### AUDIO TYPIST

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### PROPERTY CONSULTANTS

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### GROUP CO-ORDINATOR AND SECRETARY

£2,250 p.a. + Commission  
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£2,600 p.a.  
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